

WOLFE

The International Music-Record Newsweekly

Radio-TV Programming • Phone-Tape Merchandising • Coin Machine Operating

Payola Probe Pot Boiling As 50 Get the Witness Call

By ELIOT TIEGEL

LOS ANGELES—A sweeping probe into allegations that payola on stations is widespread in southern California began last Wednesday as the Federal Communications Commission called 50-promotion men Al Huskey to the witness stand in closed-door hearings in the U. S. Court House.

Huskey, opening testimony before hearing examiner Jay A. Kyle, had drawn the ire of some local top 40 radio stations and record companies for filing a \$230,000 civil suit on April 17, 1964, charging rampant payola activities. Huskey's testimony as the Government's key witness is setting the tone for the investigations, which, according to

Kyle, will run until all the subpoenaed witnesses have testified. The examiner could not predict how long the closed hearings would run.

Estimates of up to 50 persons have been reported as receiving subpoenas to appear before the specially convened hearing, many called as witnesses for the Government. The witnesses are being queried by Broadcast Bureau attorney Joe Stirmmer, who has been with the FCC 4½ years and, like Kyle, is an 11-year veteran of FCC proceedings. He has never handled a nonpublic hearing into violations of the amended Communications Act of 1934.

Kyle said normal open FCC hearings usually involve license rights, changes of ownership

and sundry technical matters involving station operations. Attorney Stirmmer added that the Commission decided to keep the hearings behind closed doors in order to avoid "character assassination." The FCC felt closed inquiries were "more conducive

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IFPI Asks BIEM For Royalty Revision

By DON WEDGE

LONDON—Major revisions in their royalty agreement with BIEM are being sought by record manufacturers through the International Federation of the Phonographic Industry. Directly involving nearly a third of the world's record market, the IFPI's plea for better terms will indirectly affect all authors, publishers and manufacturers dealing internationally.

BIEM (Bureau International de l'Édition Mécanique) is the Paris-based mechanical-right col-

lecting society for publishers and authors. It covers countries outside those whose national legislation does not call for compulsory licensing (U. S., Japan, U. K. and the British Commonwealth).

The standard BIEM rate is 4 per cent a side—8 total—based on retail selling price. With the current international trends toward ending price fixing (France and Sweden are among countries where it is now illegal), manufacturers decided

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Motown Bows A CARtridge Flip Top Box

NEW YORK—Motown Record Corp., a pioneer label in the 8-track tape CARtridge field, is introducing a dramatic new packaging concept—a book-type flip open package in full color, containing complete album information. This is a sharp departure from the former plastic package, and it is intended to accomplish the following:

- 1) Provide a safety factor in automobile unit use, inasmuch as the user can easily flip the cartridge out of the package with one hand and insert it into the player unit;
- 2) provide the user with full album-copy—just as is found on an LP package;
- 3) provide the consumer with an attractive type of package suitable for the home (a row has the appearance of neat, colorful pocket books);
- 4) provide the dealer with a package having instant

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Muntz's 2-Step Distrib Policy

By LEE ZHITO

VAN NUYS—Muntz Stereo-Pak will swing to a two-step distribution policy as of July 1, and will launch an intensive drive for top record distributors to handle its tape CARtridge and equipment products. Heretofore, Muntz, oldest manufacturer of equipment and duplicator in the business, had been operating on a factory-direct basis.

The Muntz decision to follow the record industry's two-step distribution pattern is seen by some as a move of major significance on two counts. Muntz, with his background in the automotive industry, had long felt that the lion's share of the cartridge business (cartridges and equipment) would come from the automotive field. He had held that the record dealer would play only a minor part in the new industry. His decision to

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PHILIPS RECORDS' internationally renowned recording star, Dusty Springfield, is riding the top of the charts again with her fast-moving hit single, "YOU DON'T HAVE TO SAY YOU LOVE ME" (40371). The fabulous Dusty has followed it up with a just-released album by the same name (PHM 200-20, PHS 600 210), which is destined to follow the single onto the charts.

(Advertisement)

Detroit & L.A. Sales Happening Places

By CLAUDE HALL

NEW YORK—Detroit and Los Angeles are currently the two best places in the nation in which to break a record. Both cities in the past six months, according to a special Billboard survey, have had eight records start there with a sales breakout, and have spread with sales across the country to finally reach Billboard's Hot 100 Chart. In the case of Detroit, this includes "Cool Jerk" by the Capitols on Karen Records, No. 7 this week, and "Oh, How Happy" by the Shades of Blue on Impact Records which went to No. 12 and is No. 14 this week. Impact is a Detroit label. The eight Detroit chart-makers came from a total of 16 breakouts; the eight Los Angeles winners came from only 14. Chicago, New York and Detroit were the cities with the largest number of total record breakouts—16 each. But, of the New York and Chicago breakouts, only six went on to reach the chart. San Francisco,

on the other hand, had seven records reach the chart from 15 original breakouts. San Francisco also had the largest number of total breakouts—20—but five of these records happened first in other markets. Tying with New York and Chicago in number of breakout records that went on to reach the chart were Dallas, Miami and Pittsburgh. (See chart in Radio-TV Programming section.)

In a similar survey last year, New York took all honors, not only having the most original breakouts—17—but having the most that reached the chart—19. San Francisco had been second with 18 breakouts that reached the chart. That survey encompassed nine months.

During the past six months, Atlanta had five record breakouts that reached the chart. Houston (four), Milwaukee and St. Louis three each.

In all, there were 182 different records which were listed as breakout singles in 22 different

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JOHNNY PAYCHECK—scores Country and Pop with "THE LOVIN' MACHINE" on Little Darlin' Records—LD-008. Now available is his first LP, "JOHNNY PAYCHECK AT CARNegie HALL"—SLD-001. (Advertisement)



Billboard Forum Details Cartridge Parley Agenda

NEW YORK—The Billboard Forum last week announced the subject material to be treated at the Tape Cartridge Conference Aug. 29-30 at Chicago's Edgewater Beach Hotel. The two-day seminar, originally planned for mid-September, has been rescheduled to the earlier dates.

The Forum is an educational service of Billboard. The Tape Cartridge Conference will be organized and produced by James O. Rice Associates, Inc., specialists in the fields of business education and executive training. The Rice firm has been employed by leading industrial corporations, and trade and professional associations in the development of training programs. Coleman Finkel, Rice vice-president, is in charge of developing the Tape Cartridge Conference.

The Monday (Aug. 29) morn-

ing portion of the seminar will be devoted to "Your Future in the Tape Cartridge Field." It will consist of two talks: "In What Directions Will the Tape Cartridge Field Go—Its Pitfalls and Promise," and "The Potential for Sales—A Forecast of Market Opportunities."

The Monday afternoon proceedings will consist of a series of concurrent sessions, with each registrant selecting two sessions closest to his own immediate interest. The sessions will cover the following topics: "Developing an Installation Center for Playback Equipment in Automobiles," "Effect of Tape Cartridge Business on Established Record Distribution Channels," "Displaying, Promoting and Selling Tape Cartridges at the Retail Level," "Alternative Approaches for Record

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"BREAK HER HEART"

C/w "In the Evening by the Moonlight"

BROOK BENTON

Terrific Twosome: a timely blues ballad...
spiced with that best-selling Latin-rock sound... plus
a new arrangement of a long-time favorite.
So get on the Benton Bandwagon—order now.

RCA VICTOR

 The most trusted name in sound



Big 3 Gears Global Concept to Music as Universal Language

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Bernstein comes from the Sam Fox Publishing Co., where he promoted the score from "Man of La Mancha." Previously, he had been with Adam Distributors, Beta Distributors and Roulette Records.

JULY 2, 1966, BILLBOARD

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50 Witnesses in Payola Probe

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Grant all admitted surprise in being tagged with a subpoena by the two investigators from the FCC's Bureau of Complaints and Compliance, Merin Smith and George Oliviere.

"Shocked is the word," Grant admitted. He had been subpoenaed in Seattle while on a trip for Broadcast Music, Inc., for whom he is a field representative. Miss Strathborne said she was "numb" after receiving the document. Miss Wright said she knew about Huskey's civil suit but hadn't realized that the Government had moved into the picture.

Huskey's specific complaints charged that record companies and distributors sought to gain special favors with DJ's by: cash payments, fixing automobiles, paying doctor and dentist bills, providing prostitutes and female companions, furnishing apart-

ments and hotel suites, alcoholic beverages, wearing apparel, participation in royalties and profits from publication and exploitation of music as well as records, participation in ownership of record companies, artists' management, delivery of free appliances and obtaining gratis talent for record hops.

Those named in the Huskey suit two years ago included Crowell-Collier Broadcasting Corp., KFWB, which is its Los Angeles outlet plus the following personnel: Jim Hawthorne, program director; Joe Bernard, general manager; Don Anti, record librarian; disk jockeys Wink Martindale, Roger Christian, Gene Weed, Bill Angel, Sam Riddle, Bill Ballance, James O'Neill; KGFJ disk jockeys Herman Griffith, Hunter Hancock, Rudy Harvey and Bill Mercer; KDAY disk jockey Tommy Smalls; KMEN's (San Bernardino) disk jockey Brian Lord; KDEO's (San Diego) disk jockey Chuck Daugherty; KRLA's (Pasadena) program director Reb Foster and disk jockeys Ted Quillan and Casey Kasem; Park Avenue Records, Garex Records, Peter Gram, Gram Brothers Automotive Repair Service; Liberty Records, Roger Davenport, Swingin' Records; Eddie Davis, Linda Records; Dorothy Freeman, Buckeye Distributing Co., Al Sherman, Record Sales, and 25 John Does.

Son to Harrises

NEW YORK—Steve Harris, promotion man for Elektra Records, became a father for the first time last week when a son, Guy, was born to Mrs. Harris.

NARM OK'S MEET PROGRAM

NEW YORK—The directors of the National Association of Record Merchandisers have approved the program for NARM's midyear meeting, Sept. 6-9 at the Continental Plaza Hotel, Chicago. Feature will be the person-to-person conferences between rack jobbers and manufacturers.

Also on tap is a seminar on tape CARtridge, open to NARM members only.

Billboard Forum

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Manufacturers in Organizing a Tape Cartridge Operation, "Displaying, Promoting and Selling Tape Cartridge Equipment at the Retail Level," and "Purchasing, Inventory, and Investment Considerations in Cartridge and Equipment Retailing."

Tuesday's (Aug. 30) session will treat "Selling Tape Cartridges and Equipment—An Evaluation." This will cover in individual talks, "Selling to Key Markets: in the Automobile Field and in the Home"; "Selling Through Distribution Channels," with registrants selecting two of a series of sessions, each to be held in a different room.

The sessions themselves will be divided into two basic groups. Under "Selling Through Dealers," sessions will be held for the installer, record dealer, auto accessory dealer, and department store. Under "Selling Through Wholesalers," sessions will be devoted to the rack jobber, distributor and one-stop.

"PATIENCE IS A VIRTUE"

The current smashing success of "SWEET PEA" (ABC-10762), by TOMMY ROE, released six months ago, proves it! We'd like to thank some of the most "virtuous" and dedicated people we know: Disc Jockeys; ABC Record's Vice-President in Charge of Sales; ABC's National Director of Promotion; All Promotion Men; and, last but not far from least, TOMMY ROE, BILL LOWERY, and STEVE CLARK.



NEW YORK

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Big 3 Gears Global Concept to Music as Universal Language

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tional agreement with the Yardbirds to handle American action on their original tunes—now riding with the current release, "Over Under Sideways Down"; (5) "You Don't Have to Say You Love Me," recorded by Dusty Springfield, brought from England to a top position on the U.S. charts; (6) "Can I Trust You," originally from Italy, now recorded by the Bachelors and on the American charts; (7) "Tar and Cement," originally an Italian song, acquired for the American market and now on the American charts via Verdelle Smith's Capitol recording. Also No. 1 in Australia; (8) "In My Room," originally an Argentine melody, which was groomed for action here and made it via the Verdelle Smith Capitol record; (9) "Zorba the Greek," first groomed as a giant hit in the overseas market (France, Holland, Belgium), then becoming a smash here with the Herb Alpert & MCA recording.

The Big 3 gets another slice of international action through the operations of the American offices of its foreign affiliates, Francis, Day & Hunter, Ltd. and B. Feldman & Co., Ltd. Examples are the "Ballad of the Green Beets" for Germany, Austria, Switzerland and Denmark; "Sloop John B" for France, Britain, Germany, Austria, Switzerland; "Mama," Britain, Germany, Austria, Switzerland, Netherlands, and many other countries.

"On a hit," Maxin stated, "40



ARNOLD MAXIN, left, head of Big 3 Music (Robbins-Feist-Miller) confers with Jay Lowell, standing, the firm's professional manager, and songwriters Eddie Snyder, right, and Paul Vance, whose "Can I Trust You" by the Bachelors hit the Hot 100 Chart this week. Snyder also co-authored "Strangers in the Night."

per cent of the total income often accrues from overseas action," he pointed out; however, that this figure is subject to considerable variation, depending upon the nature of the material.

In elaborating on the One World of Music concept, and its corollary, the common cultural heritage of Western countries, Maxin pointed to such interesting manifestations as Western Germany's predilection for American jazz, and the British appreciation of Negro blues. In connection with the last-mentioned fact, Maxin noted that the "British approach to blues was indeed scholarly; that their understanding of the idiom can only be termed profound."

In view of this it is interesting to note that the Big 3 has an international agreement with blues personality John Lee Hooker. "We may want to start material via Hooker recordings in Britain, where Hooker has great impact, and then bring that material here," Maxin said.

The matter of screening material in a complex international

publishing operation is, of course, a tremendous one, Maxin said. He added, "When we were planning the American exploitation of the Italian song, 'Can I Trust You,' we discarded one set of lyrics written by three teams of writers before we finally got what we wanted. This same arduous process takes place in our key offices overseas."

Maxin stressed the strength of today's copyrights as the means of replenishing catalogs. "A publisher must never build copyrights by working closely with writers, or he must acquire copyrights through other means."

The music business today is too challenging and complex to permit the publisher to simply rely on old standards."

"The music business today," Maxin said, "is producing plenty of standards, and a song can take on the status of a standard in a relatively short period." He added that there is no longer any validity to the question, often asked in recent years, as to where are the standards of tomorrow. "They are all around

CARtridge Flip Top Box By Motown

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point-of-sale impact, similar to that of a well-designed album.

Phil Jones, director of marketing and research for the Motown Record Corp., stated that Motown would very shortly make available a rack so that the new packages may be displayed to best advantage. "The tape cartridge is a class item and this should guide us in our package," Jones said. He added that the Motown cartridges are moving at a "fantastic" sales pace. The company has 43 8-track cartridges on the market and 10 4-track. An additional

25 4-track cartridges will be released shortly.

Motown distributes its own tape product through regular Motown distributors. Motown also sells to electronic houses and to rack jobbers. "All of our big Motown record acts are hot on cartridges," Jones stated.

In addition to specific album information, the new Motown cartridge package displays other cartridge product available on Motown tapes, including covers of the Supremes, Marvin Gaye, Mary Wells, Brenda Holloway and many others. The packages are printed on all four sides, and the spine carries the legend, "The Detroit Sound."



PHIL JONES, left, director of marketing and research for Motown Records, explains philosophy behind Motown's new tape cartridge packaging to Billboard copy editor, Bob Sobel.

us . . . and the jet age, Telstar, the cry of improved communications generally is making the exploitation of great song material more complicated and more gratifying than ever before."

Maxin concluded: "The wheel has come full cycle. Fifteen years ago publishing was a minor affair. That phase is over. We communicate daily

with far corners of the world. The publisher as copyright proprietor has again come into his own as the key figure in an industry which is more exciting than it ever was, in both its economic and cultural facets."

Benton Scores

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country melody which includes such standards as "I Walk the Line" and "Hell Have to Go." The act shows up a bit when he reprises some of his own compositions like "Looking Back," "Call Me" and "This Bitter Earth," but considering the high quality of the rest of the repertoire, it's a conceit to which he's entitled.

Also on the bill is Hank Fradford, a bright, young comedian with a sharp point of view. His material, for the most part, is on target, making him an unusually refreshing entry.

The production songs by Paul Anka are routine but they are ably handled by Bill Selby, who rises above the material and comes across as one of the best production singers the Copa has had in some time.

MIKE GROSS

Request Label

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in each. Culp, well known for his lead in the TV series, "I Spy," has also appeared in many other TV productions, such as "Rawhide," "Wagon Train," "Track Down," etc.

The series is packaged with reproductions of authentic first playbills, first reviews and photos of first actors of the original productions.

JULY 2, 1966, BILLBOARD

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Payola Probe Pot Boiling

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to the development of the facts," Siemer said.

"This is an investigation hearing," Siemer added, "to develop a record of facts. The Commission wants to determine whether payola exists, to what extent and how it travels." The Commission could use this information to determine whether additional laws are necessary, according to the attorney. Both he and Kyle emphasized they were under orders to remain noncommittal about specific areas being probed. Both explained that at the conclusion of the hearings, the information would be given to the full Commission for its recommendation as to whether any federal action would be taken. Any prosecutions would be filed by the Justice Department in Federal Court.

The amended Communication Act, known as the Harris Anti-Payola Bill when it was passed by Congress in 1964 after exhaustive public hearings in Washington, states that an individual found guilty of violating the payola section may be fined up to \$10,000 or imprisoned for not more than one year or both.

In addition to Huskey, other persons called on the opening day of the probe were Currie Grant, a former promotion man, who publicly acknowledged his working with Huskey in compiling evidence for the civil suit; Ruth Strathborne, known professionally as Ruth Wright, and Miss Christie's personal manager. Miss Fulmer was formerly associated with Miss Christie as vice-president of the Tide operation, a small Los Angeles pop and rhythm and blues label.

Both said they knew Huskey since 1961—covered in the period Huskey alleges that radio defendants had consistently and substantially misled the public into believing the records played on their stations were selected on the honest basis of merit. PAYOLA PROBE OPENS public popularity and demand. The Huskey suit charged that the defendants received secret remunerations for favoring the records of those offering the entertainment.

Individuals called to appear at the proceedings may be ac-

companied and advised by counsel who may make objections to questions asked, but may not cross-examine the witness. A witness may claim the Fifth Amendment, but according to Section 409 L of the amended Communications Act, he is compelled to answer all questions. He may not be prosecuted for offering any self-incriminating testimony during the hearing. A witness, however, is not exempt from prosecution and punishment for perjury committed in testifying.

Answering subpoenas on Friday (24) were three former promotion men and one currently in free-lance work. The active promotion man was Sam Laine. The three other witnesses were Lee Lassef, formerly with Record Merchandising and currently co-owner of White Whale Records; Russ Regan, formerly with Buckeye Distributing and Record Merchandising, and currently general manager of Loma Records; and Joe Saraceno, formerly with Consat, C&E, and currently with Liberty Records as a star man.

Presenting testimony, witnesses Fulmer, Strathborne and

(Continued on page 10)



Someday
they may invent a
machine that turns
out standards.

Right now, we have **Tony Bennett**.
Tony does it again
on his newest
single with the
powerful ballad,
'Georgia Rose'

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album...an automatic
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Where the action is.
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This One



YJ5F-2A1-OZLT

Cameo-Parkway to Kiddie With Midnight Purchase

NEW YORK—Cameo-Parkway Records has made a major move into the kiddie market with the purchase of Midnight Music, Inc., which includes Little World and Majorette Records, as well as an active premium division.

Al Rosenthal, CP executive vice-president, said that Gene and Jody Mals, the husband and wife team from whom the purchase was made, will continue as executive vice-president and president, respectively.

Midnight will operate as a wholly owned, autonomous subsidiary of C-P, with the Malses reporting directly to Rosenthal.

Rosenthal, who said that children's recordings and specially created premium packages are two of the great growth areas in the record business, said the label has other acquisitions

sitions in the works.

Both Majorette and Little World product have strong television tie-ins. Little World has six \$1.89 albums based on the "Rompers Room" TV show. The albums are featured on the program and plugged in "Rompers Room" promotions and advertising.

All other Majorette and Little World albums list for 98 cents. The Majorette catalog contains one "Tresky," four "Heidi" and one "Yours" album.

The Little World catalog includes six albums featuring "Tammy" doll characters and four "Wishnik" packages. Doll characters are promoted with heavy TV advertising budgets. Through Midnight Music, the two labels have exclusive recording rights from the doll's manufacturers.

TV REVIEW

Gary Spins Cool TV Show In a New Summer Series

NEW YORK—Several guest appearances on Danny Kaye's CBS TV show during the past season and a steady string of gold-selling albums for RCA Victor have won for John Gary a summer TV series of his own. The opening show over CBS-TV (22) set him as a winning personality who has as much command over the TV medium as he does at the recording studio and at the nightclub.

In addition to establishing Gary as a potent TV entity, which is sure to further boost his Victor disk sales, the series,

scheduled to run through Sept. 7, will serve as a showcase for the record industry. It brings on guest singers who fit into such varied music categories as "Top 40," "Easy Listening," etc. On the opening show, for example, there were Chad & Jeremy for the teen tunes and Leslie Uggams for the "good music" songs. Set for future shows are the Righteous Brothers, Roger Williams, Eddy Arnold, Vic Damone, Vicki Carr, Lou Rawls, Jimmie Rodgers, Joanne Sommers, among others.

As a singer, Gary has an attractive lyrical quality that gives the songs' lyrics truth and meaningful values. As a host he has a pleasant and comfortable manner.

Gary also gets excellent support from the permanent crew associated with the show. Mitch Ayres orchestra supplies a tasteful musical setting, the Jimmy Joyce Singers offer able chorus and the Jack Regas Dancers offer out neat choreographic patterns. Producing and writing the series are Saul Ison and Ernest Chambers. Sam Harris is the director.

In all, it looks like it will be a good summer, at least, on Wednesday nights on CBS-TV.

MIKE GROSS

Muntz Policy

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swing his substantial weight to the side of the disk industry will serve to further strengthen the record retailer's hold on the cartridge market.

Of immediate importance is that fact that cartridge prices will achieve a greater measure of stability. Because Muntz's own albums will be sold on a one-stop basis (i.e., factory direct), his prices were \$1 less than those of competitors. For example, the ITCC cartridge version of the same album would be priced at \$5.98 as opposed to the Muntz price of \$4.98.

Concurrent with the Muntz move to two-step distribution will be a \$1 increase on each of the Muntz cartridges.

Muntz told Billboard that he will set up a distribution network utilizing many of the established record distributors. His sales organization will be split into two sections: one dealing automotive sales, and the other going after a deeper penetration of the record retailing market, including rack jobbers.

Several accounts which have been established on a factory-direct basis will be considered headquarters and will remain with the factory. Distributors will be given all other business which they can develop.

AF Discount Deal

NEW YORK—Audio Fidelity Records is offering a discount deal on two new sound documentaries—"Louis & the Dukes of Dixieland" and "The Best of Louis Armstrong."

LA'S NARAS TO FILL 21 SLOTS

LOS ANGELES—Local members of NARAS are filling 21 new board of governors slots. Two governors will be elected from nine categories and three from the classical music field. Eleven governors elected last year remain on the board for another year. Results of the balloting will be announced next month.

The candidates include: Vocalists: Evangeline Carmichael, Bill Cole, Ian-Frederick Smith, Ron Hicklin and Tommy Leontini.

Producers: Ken Nelson, Al Schmitt, Irving Townsend, Jack Tracy and Norman Weiser.

Songwriters & composers: Ray Egan, Arthur Hamilton, Johnny Mandel, Josef Myrow and Richard Sherman.

Engineers: Dave Hassinger, John Krauss, Larry Levine, Tom May, Thorne Nagat and Joe Polito.

Instrumentalists: Billy Leibert, Shelly Munn, Earl Palmer, Bill Perkins and Paul Tanner.

Arrangers: Ernie Freeman, Dick Hazard, Hank Levine, Tommy Oliver and George Tipton.

Art directors, literary editors: Rory Guy, Marvin Schwartz, Ed Thrasher, George Whitman.

Classical: Ernest Good, Richard Jones, Mildred Louis, Alex North, Eleanor Slatkin and Morris Stollf.

LATE CLUB REVIEW

Benton's Easy Style Scores In Fast-Paced Nitery Act

NEW YORK—Brook Benton has a smooth ballad flair that makes his act at the Copacabana, where he opened last Thursday (23), a comfortable affair. He establishes an easy, easy mood right at the start and sustains it through a delightful 55-minute run.

Benton, who now records for RCA Victor, is a "good music" singer who can also attract teen-age interests. His current Victor single, "Break Her

Monument, Wayne in Artist, Masters' Deal

HOLLYWOOD—Monument Records has acquired all U. S. and overseas rights to the recordings of Les Stringers and more than 70 J. Arthur Rank masters from the Wayne Record Corp. The deal was concluded by Fred Foster, Monument president, and Elliot Wexler, Wayne head.

All the material acquired will be released on the Monument label. Foster said that the initial push will be on 11 Knightsbridge Strings albums for fall release. The packaging will feature art covers by Milton Glaser.

Artists featured in the mas-

ters include Johnny Dankworth, Georgie Ald, Cootie Williams, Clyde McCoy, Dorothy Collins, Tony Crombie, Kings Point, Glen Clark, Royal Scots Greys, Manuel Torres, Jose Monto, Manny Albam and Philip Green.

Wayne, who has many forthcoming Monument albums, featuring U. S. and European arrangers, will be based on the Knightsbridge mood and concept.

Wexler said that because of a recent illness he could not devote the proper attention to his operation. Following a vacation, he will announce his plans.

Laurie Grooming Writers

NEW YORK—Bob Schwartz, head of Laurie Records, has launched a development program for new writers for his publishing wings. Their six catalogs, under the director of Joyce Day, are receiving peak exposure, and Schwartz is planning further expansion.

The current record hit of the catalogs is "Sweet Talkin' Guy," a staff-written tune out of Romyke Music and Elvin Music which was produced by Bright Tunes Production. Bright Tunes is the firm of Miteh Margo, Phil Margat, Hank Mardess and Jay Siegel, who record as the Tokens. Coming up are "See You in September" on the B. T. Puppys Records and "Beg, Borrow and Steal" on Attack Records.

Schwartz is also guiding a development program for the record firm. Previously he felt it better to work with a limited number of artists in order to get hit records. Now, having just brought the Chiffons back, Schwartz is also pushing Gary and the Four Seasons, the Barbarians, and hopes to bring back the British group of Gerry & the Pacemakers. "Gerry & the Pacemakers haven't been happening, but we felt it was due to the material. So, we sent them a tune and we're waiting now for the record."

2 New Artists
Two new artists Laurie is developing are Scott Free, whose new "Calm Before the Storm" has just been released, and Hoagy Lands, who Schwartz feels will be "the next giant artist of the industry."

To handle this expanded list of artists has spurred his art producing team of Gene Schwartz and Eliot Greenberg. Schwartz will now work with John Abbott, who joined the firm two weeks ago, and Greenberg with Doug Morris.

Frank Stevens Dies; Staffer, Veteran Actor

NEW YORK—Frank S. Stevens, editorial assistant for Billboard Buyer's Guide for the past three years, died here early Monday morning (20). He was 43. Stevens, a native of Cleveland, was graduated from the Carnegie Institute of Technology Drama School in 1941. Before joining Billboard, Stevens appeared in almost 300 productions in 22 years, 10 of which were spent as the staff director at the Cleveland Playhouse or in summer stock.

He toured coast to coast in the national company of "The Miracle Worker" and as Poppy in "The Merry Widow." Parlane Munsell. Other credits included Sir Toby Belch in "Twelfth Night," with the Helen Hayes Company, the lead in "The Iceman Cometh," Falstaff in "Henry IV, Parts 1 and 2," and Stoth in "Stargate 17." On Broadway, Stevens appeared in "West, Charles Laughton, Thomas Mitchell and Sir Cedric Hardwicke. He also appeared at the McCarter Theatre in Princeton, and was stage manager for Courtney Burr. He is survived by his mother, Mrs. Rachel B. Stevens, of Cleveland.

Folkways Issuing the Unusual

NEW YORK—Moses Asch, president of Folkways Records, will release a series of albums this fall ranging from songs of the South to Indian legends, recorded in 1931-1933, to two albums of Eskimo material.

Asch already has more than 700 records of ethnic material documented on albums. He's also releasing soon an album of Princess Nowednah telling Long Island Indian legends.

One of his present projects is to record the songs and church services of Kentucky people whose music has been driven out by the people. In this documentation series alone, Asch has produced more than 1,450 albums and "everyday new recordings come to me from all over the world."

Though the market is not large, his sound documentaries—50 per cent of his business comes from schools and institutions—he makes back his

investment on every one of them, he said. Scholastic Magazine has been for the past year the exclusive distributors for schools and the arrangement has worked out well, he said.

In folk music, Asch has

revised his first label, Asch Records.

Knox Gives In; Act Now Dorales

NEW YORK—The injunction action filed by Tamla-Motown against Kevin Knox Enterprises has been settled out of court. The label had objected to the use of the name Jobette for a Knox group. The Tamla-Motown publishing subsidiary is Jobette.

The group is now known as the Dorales, and it leaves for an extended Caribbean tour.

An All-Market SMASH!
The original version by

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ADVERTISEMENT TAPE CARTRIDGE TIPS

by Larry Finley

It is difficult for one to realize the impact of the ITCC Anniversary Series—the last year's issue of **BILLBOARD**. We are extremely grateful to everyone at **BILLBOARD** for the tremendous work in putting together this special section, for it truly made us its 1st Anniversary an occasion to remember.

Up to the time of writing this column, over 400 letters, telegrams and phone calls have been received from the ITCC offices from people in the automotive, electronic and marine lines, manufacturers of tape decks as well as some of the most important record distributors and rack jobbers in the country who are really realizing the importance of this new industry.

Inasmuch as ITCC is solely in the business of supplying the completed tape cartridges from over 50 labels in three configurations, we were under the impression a week ago that we would already hear from everyone who was going to go into production of stereo tape cartridge decks. However, because of the special section, we have received inquiries from three additional giants of the home entertainment field who divulged that they, too, were going to make the stereo tape cartridge deck available to their distributors and dealers.

All of this activity is tying in with the proposed **BILLBOARD** Seminar which will be held at the Edgewater Beach Hotel in Chicago, August 29 and 30. This Seminar is certainly most important to everyone in the music industry as well as to people in the automotive, electronic and marine fields. It will be the first time that people in all phases of the industry can get completely familiarized with all facets as well as the future of the tape cartridge field, and we urge everyone to attend this Seminar.

In line with the above, we would like to invite **BILLBOARD** readers and friends to our exhibit at the **MAKAM** Music Show which is also being held in Chicago. ITCC will be well represented in Space 106 at the Conrad Hilton Hotel from July 10 through 14. In addition to our tape cartridges, we are inviting manufacturers of stereo tape cartridge decks to display their products at our booth so that everyone can get a complete picture of the activity up to this time. These sets will be displayed without any specific recommendation by ITCC. However, we are exclusively in music duplication and sales. It is our feeling, however, that when more exposure of sets is given the public, the tape cartridge industry will extend to even greater heights.

It is our sincere hope that our readers will attend both the **BILLBOARD** Seminar and the Music Show and we welcome inquiries for additional information.



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* Watch for ITCC at the Music Show in Chicago, July 10 thru 14 . . .
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TAPE CARtridge Unit Sales Resist Car Output Slide

By FRED KIRBY

NEW YORK—The new-car production slowdown should help 4-track tape CARtridge players retain their sales lead in auto installation over 8-track, according to leading East Coast distributors. The dealers noted that 4-track has the lead in the after-market because of price differences and what they called a reluctance on the part of new-car dealers to push units.

Harold Wally, of Wally's Stereo Tape City of New York City, explained that many new-car dealers would rather sell the auto than sell a stereo playback. Wally, whose firm sells dealers for all major car manufacturers, said many showed a "lack of interest" in selling cartridge players.

Noting that many of these were factory-installed, he said dealers with cars on the floor were concerned with selling the vehicles and sometimes even stopped customers from buying players unless the customer insisted. The major car manufacturers offer factory-installed 8-track units as accessories.

Wally pointed out that a 4-track mono playback could be installed for \$40, while a Lear Jet Stereo 8 cost \$125 without speakers and installation, a main reason for the preference for 4-track in the after-market. He said there would always be a market for 4-track either through after-market or compatible units.

(Continued on page 14)

By ELIOT TIEGEL

LOS ANGELES—West Coast tape CARtridge player manufacturers feel the recent cutback in automobile production is not affecting their business. "There's a lot of furor over automobile production which isn't merited," said Jack Baker, Craig-Panorama's car stereo sales manager.

The slowdown in production is a temporary thing which is having no effect on player sales, Baker noted. Ford, which has factory-installed 8-track machines, is still ahead of its projections, Baker pointed out, despite a cut in models rolling off the line.

The executive doesn't see where any production cutback can hurt the growth of the auto player market since General Motors and Chrysler will be represented along with Ford in the player field with 1967 models. Baker sees two advantages for the 4-track market over the 8 players because of the auto slowdown, the car interests being married at this juncture to the 8-track system.

Earl Muntz, president of Muntz Stereo-Pak, reports that he hasn't felt any reduction in sales—nor enthusiasm—for cartridge players. Sales are up in June over last month. He has been forced by the discounters to offer a 4-track playback unit for \$44.85, the same price at advertised by the White Front chain. This unit previously sold for \$59.95 less installation. The \$44.85

(Continued on page 14)

By RAY BRACK

CHICAGO—Concern over a slump in new car deliveries this year is working no alterations in present or projected production plans of big Midwest CARtridge suppliers.

Producers of 8-track units installed in new Ford, Chrysler and General Motors automobiles report increased sales and emphasize that plans call for steadily stepped-up production.

Reports Ken Miller, vice-president of the stereo products of Lear Jet Corp., supplier of players to Chrysler Corp.: "Our sales to Chrysler are picking up and we have also noticed an acceleration in after-market sales. We have been watching this so-called automobile sales slump closely and feel that the planned early introduction of 1967 models by a couple of the major automakers will, for the most part, offset any interim slack in sales."

The Chrysler Corp. had been leading in sales gains through much of the year. Deliveries dipped 6 per cent during the May 11-20 period. However, during this period, where Chrysler has been promoting the 8-track player heaviest, has reported a splendid 7 per cent year-to-year gain. All told, Chrysler is outperforming the industry with a sales gain of a little over 5 per cent compared with last year's pace.

Miller said that Lear plans call for ex-

(Continued on page 14)



JAY JENNIS, left, and his brother Irwin, co-owner and president, are shown in J & J's car stereo showroom. The display and sales room is located in the company's Newark, N. J., retail outlet.



J & J CORP. co-owner Jay Jennis selects tape CARtridge from his 5,000 cartridge stock. Company distributes playbacks and cartridges to some 500 automotive parts shops in New Jersey.

J & J Sees Dual Distribution Opening New Sales Vistas

By HANK FOX

NEW YORK—A dual distribution set-up, geared to the automotive industry as well as the record industry, will not only simplify tape CARtridge distribution but open prime avenues of sales through markets not reached by conventional means. This is the opinion of Irwin Jennis, co-owner and president of J & J Corp., an automotive parts distributor with some 500 outlets in Northern and Central New Jersey.

"Automobile accessory stores form a major sales market for cartridge playbacks and tape cartridges," Jennis said, because they carry only products related to cars—from the screws needed to put on a license plate air-conditioning units. And frequently, they have installation

facilities or arrangements with service companies for installation.

Jennis said there is a definite need for dual distribution to adequately cover the automotive field. "It's difficult, impractical, and economical for record company distributors to service individual automotive parts dealers," Jennis said, "especially since the tape cartridge field is new."

The International Tape Cartridge Corp. has recently split its sales division into two separate units, one dealing primarily with automotive parts distributors and the other, the record industry.

Most automotive dealers know little about cartridge players and less about cartridges. For this reason, Jennis foresees great potential for automotive racking,

J & J Corp. supplies its outlets with a "complete full function sales and service program." Keeping the dealer up to date on new equipment and fast-selling tapes is one of the program's functions.

The J & J Corp. sells 500 to 1,000 cartridges and some 500 cartridge units per week—mostly by wholesale. The company stocks the Audiostereo 4-track units and the 8-track Lear Jet machines. In tape cartridges, its inventory consists of ITCC, Muntz, RCA, Mercury, Motown, and Jay Electronics cartridges.

J & J has three distinct operations: (1) jobber, (2) service company, and (3) wholesale outlet. However, it is now concentrating most of its activities into wholesaling. Among its 500 out-

(Continued on page 16)

Calif. Auto Radio on the Accessory Ball

LOS ANGELES—An accessory line of tape CARtridge products is setting California Auto Radio apart from normal auto distribution outlets. The seven-year-old company is offering a die-cast chrome housing for stereo storage called the Console, which screws to the floor and sells for \$19.95. It holds 12 cartridges.

President Bob Maniaci reports a Stereo Satellite speaker system, involving a speaker-housing unit which screws to the car door is his top-selling accessory item at \$14.95. This product is made of steel and covered with a black vinyl. It allows a person who does not wish to cut holes in the car doors to have a stereo speaker system by mounting the unit with several metal screws into the door's plastic base.

A third speaker accessory is a five-inch speaker which may be glued on the car door or mounted with screws at \$9.95. All the accessories are warehoused in the company's own facilities and are ordered through auto accessory departments of discount chain stores. The company calls itself the world's largest supplier of custom auto sound equipment.

The firm covers the entire State of California with a five-man sales staff. In addition to the accessory items, it sells cartridge players imported from Japan and by ARC Electronics in Paramount, Calif., plus ITCC cartridges.

Maniaci says that tape cartridges are being sold by auto accessory stores, but that the picture will change and the music will move into the record department. "It's a survival of the fittest" type of development, he says.

JULY 2, 1966, **BILLBOARD**

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(Full list of speakers and their topics will be published in the July 30, 1966 edition of Billboard.)

Conference Program

Each session will be comprised of an opening talk by the guest speaker, followed by open discussion from the floor in the form of questions and answers.

MONDAY MORNING, AUGUST 29, 1966

YOUR FUTURE IN THE TAPE CARTRIDGE FIELD

In What Directions Will the Tape Cartridge Field Go—Its Pitfalls and Promises

The Potential for Sales—A Forecast of Market Opportunities

MONDAY AFTERNOON, AUGUST 29, 1966

Concurrent Sessions: From this list, each registrant will choose two sessions. (Each of the sessions will be held twice during the afternoon.)

DEVELOPING AN INSTALLATION CENTER FOR PLAYBACK EQUIPMENT IN AUTOMOBILES

EFFECT OF TAPE-CARTRIDGE BUSINESS ON ESTABLISHED DISTRIBUTION CHANNELS FOR RECORDS

DISPLAYING, PROMOTING AND SELLING TAPE CARTRIDGES AT THE RETAIL LEVEL

ALTERNATIVE APPROACHES FOR RECORD MANUFACTURERS IN ORGANIZING A TAPE-CARTRIDGE OPERATION

DISPLAYING, PROMOTING AND SELLING TAPE EQUIPMENT AT THE RETAIL LEVEL

PURCHASING, INVENTORY AND INVESTMENT CONSIDERATIONS IN CARTRIDGE AND EQUIPMENT RETAILING

TUESDAY MORNING, AUGUST 30, 1966

SELLING TAPE CARTRIDGES AND EQUIPMENT—AN EVALUATION

Selling to Key Markets

In the Automobile Field
In the Home

Selling Through Distribution Channels

Registrants will choose either of the two sessions. Each session will be held in a different room:

Selling Through Dealers

Installer
Record Dealer
Auto Accessory Dealer
Department Store

Selling Through Wholesalers

Rack Jobber
Distributor
One-Stop

DISPLAY AND DEMONSTRATIONS OF TAPE EQUIPMENT AND ACCESSORIES

To give registrants who are unfamiliar with the various tape systems an opportunity to witness demonstrations of available product, The Billboard Forum has reserved a block of suites adjacent to the conference area for exhibitors of tape equipment and accessories.

Exhibitors interested in participating may write for full details to the address listed on the registration coupon.

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The Billboard Forum will acknowledge your registration immediately upon receipt, and will forward all details pertaining to room accommodations, etc.

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\$100.00 for a single registration
\$75.00 for each additional registrant from the same company
Fees includes all work materials and luncheon on Monday and Tuesday.
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4	DR. ZHIVAGO	Soundtrack	MGM	46-135
5	WHIPPED CREAM	Narbo Alpert's Tijuana Brass	ASM	66-141
9	WONDERFULNESS	Bill Cosby	W-B	72-131
13	SOUL AND INSPIRATION	Righteous Bros.	Verve	21-286
17	CRYING TIME	Ray Charles	ABC/Para	10-339
18	THE YOUNG RASCALS	Young Rascals	Atlantic	21-379
19	STRANGERS IN THE NIGHT	Frank Sinatra	Reprise	10-427
21	SOUTH OF THE BORDER	Narbo Alpert's Tijuana Brass	ASM	66-134
23	THE LOVELY BULL	Narbo Alpert's Tijuana Brass	ASM	66-132
26	THE SINGING NUN	Soundtrack	MGM	46-140
28	GOT MY MOJO WORKING	Jimmy Smith	Verve	26-252
34	THE WONDERFUL WORLD OF SONNY & CHAR	Sonny & Char	Atco	21-299
38	TIJUANA BRASS	Narbo Alpert's Tijuana Brass	ASM	66-135
39	BOOTS	Nancy Sinatra	Reprise	10-366
41	WHY IS THERE AIR?	Bill Cosby	W-B	72-120
42	SEPTEMBER OF MY YEARS	Frank Sinatra	Reprise	10-367
44	MOONLIGHT SINATRA	Frank Sinatra	Reprise	10-289
47	BILL COSBY IS A VERY FUNNY FELLOW, RIGHT?	Bill Cosby	W-B	72-110
48	A MAN AND HIS MUSIC	Frank Sinatra	Reprise	QR 4
52	THAT WAS THE YEAR THAT WAS	Tom Lehrer	Reprise	72-122
54	THE SOUL ALBUM	Otis Redding	Volt	21-331
56	HOW DOES THAT GRAB YOU?	Nancy Sinatra	Reprise	10-418
62	I STARTED OUT AS A CHILD	Bill Cosby	W-B	72-116
65	TRINI	Trini Lopez	Reprise	10-381
73	SOMEWHERE THERE'S A SOMEONE	Dean Martin	Reprise	10-376
74	WHEN A MAN LOVES A WOMAN	Percy Sledge	Atlantic	29-122
83	THE BLUES PROJECT LIVE AT THE CAVE AU GO GO	Blues Project	Verve	Folkways 21-355
98	THE KINK KONTROVERSY	Kinks	Reprise	21-373
108	SEE WHAT TOMORROW BRINGS	Peter, Paul & Mary	W-B	56-169
109	HOUSTON	Dean Martin	Reprise	10-340
113	THE SILENCERS	Dean Martin	Reprise	10-372
126	OTIS BLUE/OTIS REDDING SINGS SOUL	Otis Redding	Volt	29-115
146	SOLID GOLD SOUL	Various Artists	Atlantic	21-284
148	THE BEST OF THE RIGHTIOUS BROS.	Righteous Bros.	Moonglow	21-343

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TAPE CARTRIDGE

Unit Sales Resist Car Output Slide

CHICAGO

NEW YORK

LOS ANGELES

• Continued from page 12

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• Continued from page 12

panding production capacity 25 per cent. He looks for Chrysler to "do an excellent job" of promoting stereo players with its 1967 line.

Motors, supplier of 8-track players to Ford, neither encountered nor expected dips in deliveries to Detroit. Motorola spokesmen point to the fact that Ford was the best performer in the business for the May sales period and that the Ford division actually set an all-time record for the May 11-20 period. With heavy stereo-player installation in the Ford division's Mustang and Thunderbird models, the 1 per cent decline in Lincoln and Mercury sales has not had—and will not have, say Motorola spokesmen—an measurable effect on equipment orders.

As for General Motors and its Delco division (supplier of stereo players), the thinking is long-range rather than immediate. Though the company's five divisions are running about 6 per cent behind last year's sales, the company is confident that plans for early introduction of 1967 models will bring performance almost on par with last year.

More significantly, though, from the music industry standpoint, is GM's belief that the next decade promises unprecedented growth. GM chairman Frank G. Donner has not changed his prediction that by the mid-1970's more than 13 million vehicles will be sold annually in the U. S. And he is on the basis of this type of thinking that Delco is plotting its cartridge player manufacturing futures.

To date U. S. dealers have delivered about 3.4 million new autos. The figure last year at this time was about 3.5 million. Most pessimistic estimates are that for the year sales will be down about 2 per cent. Cartridge player producer consensus is, however, that increasing auto mobile stereo advertising and promotion will send the original equipment sales curve up sharply even though the car sales curve bends downward slightly.

Meanwhile, area dealers report that the Midwest aftermarket for stereo automobile players is really beginning to happen. The largest Chicago seller-installer says that he is moving some 100 players per day (and installing many others purchased elsewhere). He reports that 4-track, hang-on players are moving 1,000-to-one over 8-track after-market models.

The typical player purchaser, this dealer reports, is less interested in the number of tracks than price. And the 4-track machines have the popular price. He predicts that this sales gap will remain.

It is safe to conclude that as far as the automobile music market is concerned—at least as Midwest suppliers of players see it—the producers of cartridge-taped music will do well to set their sales sights high.

A Correction

NEW YORK—In last week's Billboard story of Columbia Records expanded tape products operation, Joe Lyons was inadvertently referred to as vice-president of Columbia Record Sales. Lyons is director of Columbia Record Sales; Jack Loetz is vice-president of Columbia Record Sales.

According to Wally, the cutback merely reduced the number of new cars being sold, but the total number of cars on the road was increasing in spite of the slower sales pace.

A similar report was given by Jack H. Samuels of Jack H. Samuels and Co. of Pittsburgh, who said the many owners of 1964 and 1965 cars were better potential customers for playbacks than buyers of new cars. Here, again, pricing favored 4-track, which sold for as low as \$69.95, compared to \$124 for the lowest-priced 8-track unit.

Samuels figures his firm supplies about 90 per cent of the units to new-car dealers of all major manufacturers in Pittsburgh's "auto row." He thought many more units were sold through service departments than in the initial car sale. The company also is the distributor for major 4-track by Pittsburgh department stores.

Joe Jennis of J and J Corp. of Newark also cited favorable pricing as a primary reason for 4-track doing well in the after-market. He cited comparative prices of \$80 for 4-track and \$120 for 8-track.

Jennis also reported selling more 4-track units to new-car dealers than 8-track. He thought the dealers had not yet been educated in the differences, but only were familiar with whether the units were stereo. J and J handles Lear Stereo 8 and Muntz-4. Jennis said 4-track posed fewer headaches. He also mentioned the availability of more titles in 4-track cartridges as reasons for the 4-track preference.

Jim Schwartz of Schwartz Brothers of Washington disagreed. He said his Midwest doesn't yet carry playbacks, only stocks 8-track cartridges as a "matter of principle." "I believe it would be committing a sin for anyone to carry and promote 4-track." He said 90 per cent of 4-track business was in California, Texas and the Midwest. "Why should we endeavor to force anyone to put in 4-track? What's the big rush?"

The consensus among the player distributors, however, was that, while over-all sales have not been substantially affected by the slowdown, what effects there have been tend to keep 4-track sales in the lead because of the greater amount of sales in the after-market. They agree that current business practices

unit is installed at Muntz's Van Nuys factory and at franchises and its economical price is termed a mass audience stimulus by Muntz. He said he had to lower the equipment price in order to avoid allowing discounters to "get the jump" on him. There is great interest in the 4-track after-market, he said, seeing a jibe against 8-track players.

Autostereo's secretary-treasurer Joe Deau Champ indicated he felt the auto cutback in May was only a temporary measure and therefore was too minor to be felt in the playback ranks. The car manufacturers have already decided on their commitments to tape players for their 1967 models, he said, so the future holds great promise.

The dip in car sales, Deau Champ noted, was the "public's reaction to the committee hearings on auto safety." But like the rash of publicity pointing out health hazards in cigarette smoking, sales dipped initially and then built steadily. The production cutbacks, Deau Champ said, were measured against inflation and were only a temporary situation.

The executive added he saw no special increase in after-market 4-track player sales as a result of the cutback in cars in which 8-track players could have been installed. Four-track machines were moving on their own steam in Southern California because of the public's awareness for the system here.

Decca-Coral New Releases

NEW YORK—The Decca-Coral catalog of Stereo-8 tape Cartridges was bolstered last week with the release of 20 new packages. This is the company's second release since its entry into the tape cartridge field and brings its Stereo-8 product up to 40 titles.

Artists included in the new releases are Alfred Apaka, Sammy Kaye, Patsy Cline, Raf-

(Continued on page 16)

show that a person is more apt to buy a cartridge player after he's had the vehicle for a year or two than when it's new.

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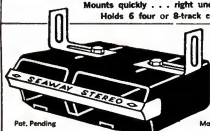
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TAPE CARTRIDGE

EIA RUSHES CARTRIDGE COMPATIBILITY RULES

By MILDRED HALL

WASHINGTON—The Electronics Industry Association is racing to complete standards for outside dimensions for the magnetic tape cartridges for mobile use — in autos, portable units, etc. Proposed standards for compatible outside measurements on three types have gone out for industry comment. Speedy response from manufacturers could permit EIA to issue its "recommended standards" by the end of July, on types proposed by National Association of Broadcasters, Orrtronics and Lear-Jet-Pak.

The so-called P-8 engineering committee of EIA last week completed action on the three proposed outside-dimensional standards under direction of H. R. Roys, senior technical administrator of RCA Victor. The standards involve only interchangeability of the endless-loop cartridges and do not in-

volve quality or performance levels.

Technically, EIA Type I is identical to a standard promulgated by NAB, which deals with an endless-loop cartridge requiring an external pressure roller, in addition to the capstan and head or heads. EIA Type II, the Orrtronics type, involves endless-loop cartridges in which exposed tape contact surface is parallel with bottom surface of the cartridge. The capstan, pressure roller and head are external. EIA Type III, the Lear-Jet-Pak deals with the endless-loop cartridge having an internal pressure roller with openings for the capstan and heads. The exposed tape contact surface is parallel to one end of the case.

After the standards are circulated to manufacturers, and returned to EIA, they can become EIA Recommended Standards within 30 days. EIA staffers point out that the tape cartridge standardization is one of the fastest moving in EIA's history.

New Sales Vistas

• Continued from page 12

lets are new and used car dealers, jobbers, automobile installation centers and radio shops, independent garages and service stations. (A jobber in the automotive industry sells parts to mechanics and does limited retailing.)

Jenniss says that most of the company's success stems from its sales and service program. J & J lists its policies in a circular it sent to thousands of retailers in New Jersey. A 100 per cent exchange privilege on the tape cartridges is one of the major features of J & J's agreement with its outlets. "Tape cartridge companies don't offer a full exchange," Jenniss said, "but we feel that because it's a new area dealers don't know what to stock and doesn't want to get stuck if they make a few mistakes."

The company will train its dealers' employees to install and service stereo tape players. It offers a series of training service schools to which a dealer can send as many employees as he wants without cost or obligation. These courses train men to install units, service and repair any unit made. If a dealer doesn't want to install or service his units, J & J will arrange to have the units installed or serviced for him. The firm has a network of automotive service dealers throughout the State who will do this work for a nominal charge.

So that dealers do not have to tie up much money in inventory, J & J stocks some 5,000 4 and 8-track tape cartridges and a large selection of playback units. Four-track units constitute approximately 60 per cent of the stock with a new complete turnover. Jenniss says he can't get 4-tracks fast enough to keep up with the demand. Eight-tracks turnover once every two months.

The company keeps its dealers informed of the fastest selling cartridges with special mailing each month. This supplements its five salesmen who visit each outlet every two weeks. J & J also provides its dealers with advertising and sales promotion aids and guidance. Much of it is free of charge.

J & J Corp. has been in the jobbing business for 35 years. About 10 years ago it started selling air-conditioners to dealers and a limited number to the public. The enterprise developed into a wholesale business selling to dealers only. From that, it went into radios and then to all kinds of automobile electronic equipment. Plans for the future call for specialization in auto electronics and air-conditioning. J & J also has its own retail store in Newark.

Decca-Coral

• Continued from page 14

ael Mendez, Warren Covington, Al Hirt, Big Tiny Little, the Ray Charles Singers, Sabicas & Dolores Vargas, the Castillians, Leroy Anderson, Jesse Crawford, Don Cossack Choir, Andres Segovia, Liberace and Dick Kester.

Also in the release are the original Broadway cast albums of "The King and I," "Oklahoma," "Carousel" and "Guys and Dolls."

when answering ads . . .
**Say You Saw It in
Billboard**

JULY 2, 1966, BILLBOARD

Make up your 8-track mind!

Mail this coupon now and find out how you can get an exclusive distributorship for Borg-Warner's new 8-track Stereo Car Tape Player.

If you've got a mind to go 8-track, let Borg-Warner show you how to turn up the profit volume. Sweet music, when you consider the untapped aftermarket potential for auto tape players.

What makes the new Borg-Warner 8-track so easy to sell? It carries a 6-month Warranty, longer than any other aftermarket unit. No more annoying door-panel surgery. Because its hang-on speakers are hidden under the dash, it installs easily, in less time than competitive models. It's also a dependable solid-state unit, and it's made the way you'd expect something from Borg-Warner

to be made. Everybody knows Borg-Warner means business.

Retailers and their customers are going to know about your Borg-Warner 8-track, because local and national advertising will back you up. And, you'll also have a attention-getting point of purchase displays.

Borg-Warner wants capable representatives for this great 8-track Stereo. Send the coupon now and get complete information about an exclusive distributorship in your area. It's wide open . . . right now.



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on the right
8-Track

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8-Track
Borg-Warner Corp.
Spring Division
715 S. 25th Ave
Bellwood, Illinois 60104

automotive
accessories

BORG-WARNER®

Name _____
Position _____
Company _____
Street _____ City _____
State _____ Zip Code _____

(please print or type)

Dept. A

more than a new album, a way of life

AFTERMATH

the rolling stones

INCLUDING PAINT IT, BLACK/LADY JANE/GOING HOME and 8 NEW HITS



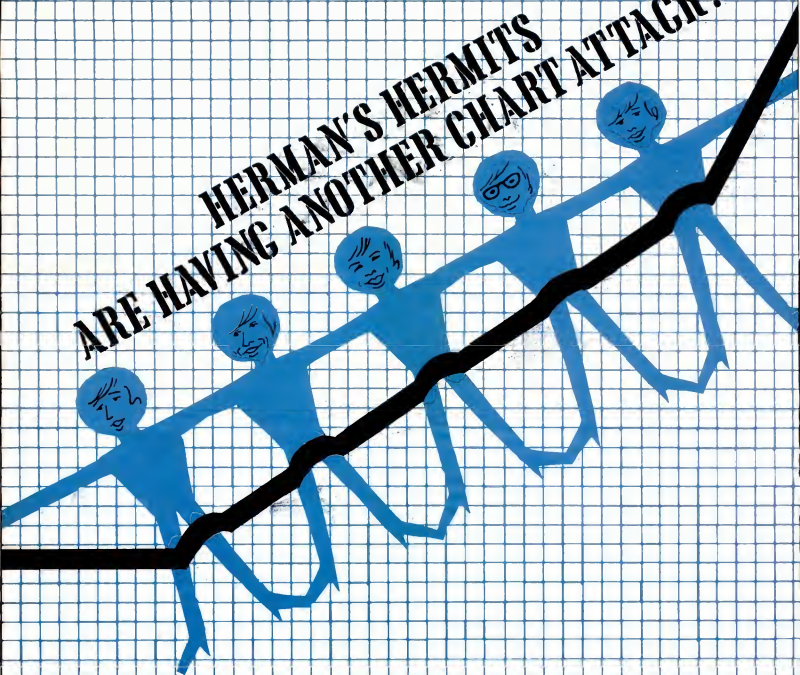
Mono LL 3476

Stereo PS 476

produced by andrew loog oldham



**HERMAN'S HERMITS
ARE HAVING ANOTHER CHART ATTACK!**



Their last 10 have been "Top 10." In hardly more than a year. And now they're set to storm the charts again with another sky's-the-limit hit.

THE DOOR SWINGS BOTH WAYS

K-13548

A Mickie Most Production—Reverse Producers Corp. Published by Blackwood Music, Inc.



MGM Records is a division of Metro-Goldwyn-Mayer Inc.

★ **STAR** performer—Sides registering greatest proportionate upward progress this week.

Record Industry Association of America seal of certification as million selling single.

LAST WEEK		THIS WEEK		TITLES		Artist (Producer), Label & Number		WEEKS ON CHART	
1	2	3	4	5	6	7	8	9	10
2	5	6	1	2	3	4	5	6	7
1	15	18	19	10	12	17	25	48	12
2	1	2	3	4	5	6	7	8	9
3	1	1	1	1	1	1	1	1	1
4	3	1	1	1	1	1	1	1	1
5	12	17	10	12	17	25	48	12	12
6	12	17	10	12	17	25	48	12	12
7	12	17	10	12	17	25	48	12	12
8	12	17	10	12	17	25	48	12	12
9	12	17	10	12	17	25	48	12	12
10	12	17	10	12	17	25	48	12	12
11	12	17	10	12	17	25	48	12	12
12	12	17	10	12	17	25	48	12	12
13	12	17	10	12	17	25	48	12	12
14	12	17	10	12	17	25	48	12	12
15	12	17	10	12	17	25	48	12	12
16	12	17	10	12	17	25	48	12	12
17	12	17	10	12	17	25	48	12	12
18	12	17	10	12	17	25	48	12	12
19	12	17	10	12	17	25	48	12	12
20	12	17	10	12	17	25	48	12	12
21	12	17	10	12	17	25	48	12	12
22	12	17	10	12	17	25	48	12	12
23	12	17	10	12	17	25	48	12	12
24	12	17	10	12	17	25	48	12	12
25	12	17	10	12	17	25	48	12	12
26	12	17	10	12	17	25	48	12	12
27	12	17	10	12	17	25	48	12	12
28	12	17	10	12	17	25	48	12	12
29	12	17	10	12	17	25	48	12	12
30	12	17	10	12	17	25	48	12	12
31	12	17	10	12	17	25	48	12	12
32	12	17	10	12	17	25	48	12	12
33	12	17	10	12	17	25	48	12	12
34	12	17	10	12	17	25	48	12	12
35	12	17	10	12	17	25	48	12	12
36	12	17	10	12	17	25	48	12	12
37	12	17	10	12	17	25	48	12	12
38	12	17	10	12	17	25	48	12	12
39	12	17	10	12	17	25	48	12	12
40	12	17	10	12	17	25	48	12	12
41	12	17	10	12	17	25	48	12	12
42	12	17	10	12	17	25	48	12	12
43	12	17	10	12	17	25	48	12	12
44	12	17	10	12	17	25	48	12	12
45	12	17	10	12	17	25	48	12	12

★	43	61	79	PLEASE TELL ME WHY	4	62	64	65	CLOUDY SUMMER	7	
				Joe Raposo (Tommy Mottola), RCA 91-10883					AFTERNOON	7	
34	35	43	53	THE LAND OF MILK AND HONEY	5	88	—	—	SEARCHING FOR MY LOVE	2	
				Tommy Dorsey (Tommy Dorsey), RCA 91-10828					YOU CAN'T ROLLER SKATE IN A BUFFALO HERD	1	
35	36	51	78	DAY FOR DECISION	6	96	—	—	YOU CAN'T ROLLER SKATE IN A BUFFALO HERD	1	
				Johnny Lee (Steve Meehan), Warner Bros. 91-10334					NOT RESPONSIBLE	1	
37	47	49	53	LET'S GO GET STONED	6	70	92	90	—	WHAT AM I GOING TO DO WITHOUT YOUR LOVE	1
				Tommy Dorsey (Tommy Dorsey), RCA 91-10828					PRETTY FLAMINGO	1	
38	51	80	90	SWEET PEA	4	72	90	—	—	I LOVE ONIONS	1
				Tommy Dorsey (Tommy Dorsey), RCA 91-10828					—	—	—
39	28	22	24	MAMA	4	72	74	84	—	—	—
				J. P. Thomas (Shirley Stine), RCA 91-10828					—	—	—
40	42	46	56	OH YEAH	5	—	—	—	—	—	—
				Shirley Stine (Shirley Stine), RCA 91-10828					—	—	—
41	32	31	37	I LOVE YOU 1,000 TIMES	10	78	84	94	—	—	—
				J. P. Thomas (Shirley Stine), RCA 91-10828					—	—	—
42	51	72	—	YOU BETTER RUN	9	73	73	76	—	—	—
				Tommy Dorsey (Tommy Dorsey), RCA 91-10828					—	—	—
43	56	70	98	THE RISE AND FALL OF THE RISE	9	74	73	76	—	—	—
				Shirley Stine (Shirley Stine), RCA 91-10828					—	—	—
44	45	56	67	YOUNGER GIRL	9	90	—	—	—	—	—
				Shirley Stine (Shirley Stine), RCA 91-10828					—	—	—
45	45	55	71	TAKE THIS HEART OF MINE	9	76	87	—	—	—	—
				Shirley Stine (Shirley Stine), RCA 91-10828					—	—	—
46	50	60	71	LOVING YOU IS SWEETER THAN EVER	9	76	87	—	—	—	—
				Shirley Stine (Shirley Stine), RCA 91-10828					—	—	—
47	46	49	49	PETER RABBIT	9	76	87	—	—	—	—
				Shirley Stine (Shirley Stine), RCA 91-10828					—	—	—
48	49	51	51	WILD THING	9	76	87	—	—	—	—
				Shirley Stine (Shirley Stine), RCA 91-10828					—	—	—
49	75	—	—	SOMEWHERE MY LOVE	9	76	87	—	—	—	—
				Shirley Stine (Shirley Stine), RCA 91-10828					—	—	—
50	59	78	—	SOMEWHERE MY LOVE	9	76	87	—	—	—	—
				Shirley Stine (Shirley Stine), RCA 91-10828					—	—	—
51	49	52	62	HAVE I STAYED TOO LONG	9	76	87	—	—	—	—
				Shirley Stine (Shirley Stine), RCA 91-10828					—	—	—
52	67	82	—	HUNGRY	9	76	87	—	—	—	—
				Shirley Stine (Shirley Stine), RCA 91-10828					—	—	—
53	61	77	—	HAPPY SUMMER DAYS	9	76	87	—	—	—	—
				Shirley Stine (Shirley Stine), RCA 91-10828					—	—	—
54	54	59	69	YOUNGER GIRL	9	76	87	—	—	—	—
				Shirley Stine (Shirley Stine), RCA 91-10828					—	—	—
55	54	59	69	I SAW HER AGAIN	9	76	87	—	—	—	—
				Shirley Stine (Shirley Stine), RCA 91-10828					—	—	—
56	57	68	78	NINETY-NINE AND A HALF	9	76	87	—	—	—	—
				Shirley Stine (Shirley Stine), RCA 91-10828					—	—	—
57	60	68	70	SOLITARY MAN	9	76	87	—	—	—	—
				Shirley Stine (Shirley Stine), RCA 91-10828					—	—	—
58	52	53	54	MY LITTLE RED BOOK	9	76	87	—	—	—	—
				Shirley Stine (Shirley Stine), RCA 91-10828					—	—	—
59	52	53	54	LETTERS	9	76	87	—	—	—	—
				Shirley Stine (Shirley Stine), RCA 91-10828					—	—	—
60	64	76	87	THE IMPOSSIBLE DREAM	9	76	87	—	—	—	—
				Shirley Stine (Shirley Stine), RCA 91-10828					—	—	—
61	58	61	61	THE WORK SONG	9	76	87	—	—	—	—
				Shirley Stine (Shirley Stine), RCA 91-10828					—	—	—
62	70	89	—	WHERE WERE YOU WHEN I NEEDED YOU	9	76	87	—	—	—	—
				Shirley Stine (Shirley Stine), RCA 91-10828					—	—	—
63	65	71	86	MY LOVER'S PRAYER	9	76	87	—	—	—	—
				Shirley Stine (Shirley Stine), RCA 91-10828					—	—	—
64	71	86	—	BILLY AND SUE	9	76	87	—	—	—	—
				Shirley Stine (Shirley Stine), RCA 91-10828					—	—	—
65	63	65	81	LET LOVE YOU FOREVER	9	76	87	—	—	—	—
				Shirley Stine (Shirley Stine), RCA 91-10828					—	—	—
66	63	65	81	WHOLE LOT OF SHAKIN' IN MY HEART	9	76	87	—	—	—	—
				Shirley Stine (Shirley Stine), RCA 91-10828					—	—	—
67	69	79	80	NEIGHBOR, NEIGHBOR	9	76	87	—	—	—	—
				Shirley Stine (Shirley Stine), RCA 91-10828					—	—	—
68	72	80	—	OVER UNDER SIDEWAYS DOWN	9	76	87	—	—	—	—
				Shirley Stine (Shirley Stine), RCA 91-10828					—	—	—

★	62	64	65	CLOUDY SUMMER	7	62	64	65	CLOUDY SUMMER	7	
				Joe Raposo (Tommy Mottola), RCA 91-10883					AFTERNOON	7	
34	35	43	53	THE LAND OF MILK AND HONEY	5	88	—	—	SEARCHING FOR MY LOVE	2	
				Tommy Dorsey (Tommy Dorsey), RCA 91-10828					YOU CAN'T ROLLER SKATE IN A BUFFALO HERD	1	
35	36	51	78	DAY FOR DECISION	6	96	—	—	YOU CAN'T ROLLER SKATE IN A BUFFALO HERD	1	
				Johnny Lee (Steve Meehan), Warner Bros. 91-10334					NOT RESPONSIBLE	1	
37	47	49	53	LET'S GO GET STONED	6	70	92	90	—	WHAT AM I GOING TO DO WITHOUT YOUR LOVE	1
				Tommy Dorsey (Tommy Dorsey), RCA 91-10828					PRETTY FLAMINGO	1	
38	51	80	90	SWEET PEA	4	72	90	—	—	I LOVE ONIONS	1
				Tommy Dorsey (Tommy Dorsey), RCA 91-10828					—	—	—
39	28	22	24	MAMA	4	72	74	84	—	—	—
				J. P. Thomas (Shirley Stine), RCA 91-10828					—	—	—
40	42	46	56	OH YEAH	5	—	—	—	—	—	—
				Shirley Stine (Shirley Stine), RCA 91-10828					—	—	—
41	32	31	37	I LOVE YOU 1,000 TIMES	10	78	84	94	—	—	—
				J. P. Thomas (Shirley Stine), RCA 91-10828					—	—	—
42	51	72	—	YOU BETTER RUN	9	73	73	76	—	—	—
				Tommy Dorsey (Tommy Dorsey), RCA 91-10828					—	—	—
43	56	70	98	THE RISE AND FALL OF THE RISE	9	74	73	76	—	—	—
				Shirley Stine (Shirley Stine), RCA 91-10828					—	—	—
44	45	56	67	YOUNGER GIRL	9	90	—	—	—	—	—
				Shirley Stine (Shirley Stine), RCA 91-10828					—	—	—
45	45	55	71	TAKE THIS HEART OF MINE	9	76	87	—	—	—	—
				Shirley Stine (Shirley Stine), RCA 91-10828					—	—	—
46	50	60	71	LOVING YOU IS SWEETER THAN EVER	9	76	87	—	—	—	—
				Shirley Stine (Shirley Stine), RCA 91-10828					—	—	—
47	46	49	49	PETER RABBIT	9	76	87	—	—	—	—
				Shirley Stine (Shirley Stine), RCA 91-10828					—	—	—
48	49	51	51	WILD THING	9	76	87	—	—	—	—
				Shirley Stine (Shirley Stine), RCA 91-10828					—	—	—
49	75	—	—	SOMEWHERE MY LOVE	9	76	87	—	—	—	—
				Shirley Stine (Shirley Stine), RCA 91-10828					—	—	—
50	59	78	—	SOMEWHERE MY LOVE	9	76	87	—	—	—	—
				Shirley Stine (Shirley Stine), RCA 91-10828					—	—	—
51	49	52	62	HAVE I STAYED TOO LONG	9	76	87	—	—	—	—
				Shirley Stine (Shirley Stine), RCA 91-10828					—	—	—
52	67	82									

HOT 100—A TO Z—(Publisher-Licensee)

41	It's So Nice, Cry My Tears (Cappi, BMM)	57	I Saw You (Pruett, ASCAP)	73	Places You May Remember (BMM)	93	121. TAR AND HERBERT	Veronica Smith, Capitol
42	At Last (Cappi, BMM)	58	I Want You (Pruett, ASCAP)	74	Remember (Cappi, BMM)	94	122. MY WILL BE YOUR DEAR	Mythrom, Warner, Verve
43	At Last (Cappi, BMM)	59	It's So Nice, Cry My Tears (Cappi, BMM)	75	Remember (Cappi, BMM)	95	123. MY WILL BE YOUR DEAR	Mythrom, Warner, Verve
44	At Last (Cappi, BMM)	60	I Want You (Pruett, ASCAP)	76	Remember (Cappi, BMM)	96	124. MY WILL BE YOUR DEAR	Mythrom, Warner, Verve
45	At Last (Cappi, BMM)	61	I Want You (Pruett, ASCAP)	77	Remember (Cappi, BMM)	97	125. MY WILL BE YOUR DEAR	Mythrom, Warner, Verve
46	At Last (Cappi, BMM)	62	I Want You (Pruett, ASCAP)	78	Remember (Cappi, BMM)	98	126. MY WILL BE YOUR DEAR	Mythrom, Warner, Verve
47	At Last (Cappi, BMM)	63	I Want You (Pruett, ASCAP)	79	Remember (Cappi, BMM)	99	127. MY WILL BE YOUR DEAR	Mythrom, Warner, Verve
48	At Last (Cappi, BMM)	64	I Want You (Pruett, ASCAP)	80	Remember (Cappi, BMM)	100	128. MY WILL BE YOUR DEAR	Mythrom, Warner, Verve
49	At Last (Cappi, BMM)	65	I Want You (Pruett, ASCAP)	81	Remember (Cappi, BMM)	101	129. MY WILL BE YOUR DEAR	Mythrom, Warner, Verve
50	At Last (Cappi, BMM)	66	I Want You (Pruett, ASCAP)	82	Remember (Cappi, BMM)	102	130. MY WILL BE YOUR DEAR	Mythrom, Warner, Verve
51	At Last (Cappi, BMM)	67	I Want You (Pruett, ASCAP)	83	Remember (Cappi, BMM)	103	131. MY WILL BE YOUR DEAR	Mythrom, Warner, Verve
52	At Last (Cappi, BMM)	68	I Want You (Pruett, ASCAP)	84	Remember (Cappi, BMM)	104	132. MY WILL BE YOUR DEAR	Mythrom, Warner, Verve
53	At Last (Cappi, BMM)	69	I Want You (Pruett, ASCAP)	85	Remember (Cappi, BMM)	105	133. MY WILL BE YOUR DEAR	Mythrom, Warner, Verve
54	At Last (Cappi, BMM)	70	I Want You (Pruett, ASCAP)	86	Remember (Cappi, BMM)	106	134. MY WILL BE YOUR DEAR	Mythrom, Warner, Verve
55	At Last (Cappi, BMM)	71	I Want You (Pruett, ASCAP)	87	Remember (Cappi, BMM)	107	135. MY WILL BE YOUR DEAR	Mythrom, Warner, Verve
56	At Last (Cappi, BMM)	72	I Want You (Pruett, ASCAP)	88	Remember (Cappi, BMM)	108	136. MY WILL BE YOUR DEAR	Mythrom, Warner, Verve
57	At Last (Cappi, BMM)	73	I Want You (Pruett, ASCAP)	89	Remember (Cappi, BMM)	109	137. MY WILL BE YOUR DEAR	Mythrom, Warner, Verve
58	At Last (Cappi, BMM)	74	I Want You (Pruett, ASCAP)	90	Remember (Cappi, BMM)	110	138. MY WILL BE YOUR DEAR	Mythrom, Warner, Verve
59	At Last (Cappi, BMM)	75	I Want You (Pruett, ASCAP)	91	Remember (Cappi, BMM)	111	139. MY WILL BE YOUR DEAR	Mythrom, Warner, Verve
60	At Last (Cappi, BMM)	76	I Want You (Pruett, ASCAP)	92	Remember (Cappi, BMM)	112	140. MY WILL BE YOUR DEAR	Mythrom, Warner, Verve
61	At Last (Cappi, BMM)	77	I Want You (Pruett, ASCAP)	93	Remember (Cappi, BMM)	113	141. MY WILL BE YOUR DEAR	Mythrom, Warner, Verve
62	At Last (Cappi, BMM)	78	I Want You (Pruett, ASCAP)	94	Remember (Cappi, BMM)	114	142. MY WILL BE YOUR DEAR	Mythrom, Warner, Verve
63	At Last (Cappi, BMM)	79	I Want You (Pruett, ASCAP)	95	Remember (Cappi, BMM)	115	143. MY WILL BE YOUR DEAR	Mythrom, Warner, Verve
64	At Last (Cappi, BMM)	80	I Want You (Pruett, ASCAP)	96	Remember (Cappi, BMM)	116	144. MY WILL BE YOUR DEAR	Mythrom, Warner, Verve
65	At Last (Cappi, BMM)	81	I Want You (Pruett, ASCAP)	97	Remember (Cappi, BMM)	117	145. MY WILL BE YOUR DEAR	Mythrom, Warner, Verve
66	At Last (Cappi, BMM)	82	I Want You (Pruett, ASCAP)	98	Remember (Cappi, BMM)	118	146. MY WILL BE YOUR DEAR	Mythrom, Warner, Verve
67	At Last (Cappi, BMM)	83	I Want You (Pruett, ASCAP)	99	Remember (Cappi, BMM)	119	147. MY WILL BE YOUR DEAR	Mythrom, Warner, Verve
68	At Last (Cappi, BMM)	84	I Want You (Pruett, ASCAP)	100	Remember (Cappi, BMM)	120	148. MY WILL BE YOUR DEAR	Mythrom, Warner, Verve
69	At Last (Cappi, BMM)	85	I Want You (Pruett, ASCAP)					
70	At Last (Cappi, BMM)	86	I Want You (Pruett, ASCAP)					
71	At Last (Cappi, BMM)	87	I Want You (Pruett, ASCAP)					
72	At Last (Cappi, BMM)	88	I Want You (Pruett, ASCAP)					
73	At Last (Cappi, BMM)	89	I Want You (Pruett, ASCAP)					
74	At Last (Cappi, BMM)	90	I Want You (Pruett, ASCAP)					
75	At Last (Cappi, BMM)	91	I Want You (Pruett, ASCAP)					
76	At Last (Cappi, BMM)	92	I Want You (Pruett, ASCAP)					
77	At Last (Cappi, BMM)	93	I Want You (Pruett, ASCAP)					
78	At Last (Cappi, BMM)	94	I Want You (Pruett, ASCAP)					
79	At Last (Cappi, BMM)	95	I Want You (Pruett, ASCAP)					
80	At Last (Cappi, BMM)	96	I Want You (Pruett, ASCAP)					
81	At Last (Cappi, BMM)	97	I Want You (Pruett, ASCAP)					
82	At Last (Cappi, BMM)	98	I Want You (Pruett, ASCAP)					
83	At Last (Cappi, BMM)	99	I Want You (Pruett, ASCAP)					
84	At Last (Cappi, BMM)	100	I Want You (Pruett, ASCAP)					
85	At Last (Cappi, BMM)							
86	At Last (Cappi, BMM)							
87	At Last (Cappi, BMM)							
88	At Last (Cappi, BMM)							
89	At Last (Cappi, BMM)							
90	At Last (Cappi, BMM)							
91	At Last (Cappi, BMM)							
92	At Last (Cappi, BMM)							
93	At Last (Cappi, BMM)							
94	At Last (Cappi, BMM)							
95	At Last (Cappi, BMM)							
96	At Last (Cappi, BMM)							
97	At Last (Cappi, BMM)							
98	At Last (Cappi, BMM)							
99	At Last (Cappi, BMM)							
100	At Last (Cappi, BMM)							

BUBBLING UNDER THE HOT 100

931	TAI TAI AND CHERRY	Verdell Smith, Capitol 245
932	WE WILL BEAR YOUR HEART	Engelbert Humperdinck, Varese 104
933	IT'S ALL ABOUT YOU	Paula Abdul, Capitol 245
934	YOU WANTED TO LOSE	Phyllis Diller, Wally C 100
935	THE WAY YOU LOOK TONIGHT	John Travolta, Capitol 245
936	NEED LOVE	Barbara Mandrell, Arco 150
937	THE WAY YOU LOOK TONIGHT	John Travolta, Capitol 245
938	JOY	Impassioned, Reng 240
939	THE WAY YOU LOOK TONIGHT	John Travolta, Capitol 245
940	HOW CAN I TALK ABOUT IT	Andy Williams, Capitol 245
941	THE WAY YOU LOOK TONIGHT	John Travolta, Capitol 245
942	LOOK ABOUT YOU WITHOUT YOU	Dawn Clark, Rite, Rite 100
943	THE WAY YOU LOOK TONIGHT	John Travolta, Capitol 245
944	ARE YOU ENJOYING IT	John Travolta, Capitol 245
945	THE WAY YOU LOOK TONIGHT	John Travolta, Capitol 245
946	STARTUP	John Travolta, Capitol 245
947	YOU JUST CAN'T LIVE	John Travolta, Capitol 245
948	THE WAY YOU LOOK TONIGHT	John Travolta, Capitol 245
949	ARE YOU ENJOYING IT	John Travolta, Capitol 245
950	DOCK IT TO YOU	Sam Davis, Lita 100
951	THE WAY YOU LOOK TONIGHT	John Travolta, Capitol 245
952	ARE YOU ENJOYING IT	John Travolta, Capitol 245
953	DOCK IT TO YOU	Sam Davis, Lita 100
954	THE WAY YOU LOOK TONIGHT	John Travolta, Capitol 245
955	ARE YOU ENJOYING IT	John Travolta, Capitol 245
956	DOCK IT TO YOU	Sam Davis, Lita 100
957	THE WAY YOU LOOK TONIGHT	John Travolta, Capitol 245
958	ARE YOU ENJOYING IT	John Travolta, Capitol 245
959	DOCK IT TO YOU	Sam Davis, Lita 100
960	THE WAY YOU LOOK TONIGHT	John Travolta, Capitol 245
961	ARE YOU ENJOYING IT	John Travolta, Capitol 245
962	DOCK IT TO YOU	Sam Davis, Lita 100
963	THE WAY YOU LOOK TONIGHT	John Travolta, Capitol 245
964	ARE YOU ENJOYING IT	John Travolta, Capitol 245
965	DOCK IT TO YOU	Sam Davis, Lita 100
966	THE WAY YOU LOOK TONIGHT	John Travolta, Capitol 245
967	ARE YOU ENJOYING IT	John Travolta, Capitol 245
968	DOCK IT TO YOU	Sam Davis, Lita 100
969	THE WAY YOU LOOK TONIGHT	John Travolta, Capitol 245
970	ARE YOU ENJOYING IT	John Travolta, Capitol 245
971	DOCK IT TO YOU	Sam Davis, Lita 100
972	THE WAY YOU LOOK TONIGHT	John Travolta, Capitol 245
973	ARE YOU ENJOYING IT	John Travolta, Capitol 245
974	DOCK IT TO YOU	Sam Davis, Lita 100
975	THE WAY YOU LOOK TONIGHT	John Travolta, Capitol 245
976	ARE YOU ENJOYING IT	John Travolta, Capitol 245
977	DOCK IT TO YOU	Sam Davis, Lita 100
978	THE WAY YOU LOOK TONIGHT	John Travolta, Capitol 245
979	ARE YOU ENJOYING IT	John Travolta, Capitol 245
980	DOCK IT TO YOU	Sam Davis, Lita 100
981	THE WAY YOU LOOK TONIGHT	John Travolta, Capitol 245
982	ARE YOU ENJOYING IT	John Travolta, Capitol 245
983	DOCK IT TO YOU	Sam Davis, Lita 100
984	THE WAY YOU LOOK TONIGHT	John Travolta, Capitol 245
985	ARE YOU ENJOYING IT	John Travolta, Capitol 245
986	DOCK IT TO YOU	Sam Davis, Lita 100
987	THE WAY YOU LOOK TONIGHT	John Travolta, Capitol 245
988	ARE YOU ENJOYING IT	John Travolta, Capitol 245
989	DOCK IT TO YOU	Sam Davis, Lita 100
990	THE WAY YOU LOOK TONIGHT	John Travolta, Capitol 245
991	ARE YOU ENJOYING IT	John Travolta, Capitol 245
992	DOCK IT TO YOU	Sam Davis, Lita 100
993	THE WAY YOU LOOK TONIGHT	John Travolta, Capitol 245
994	ARE YOU ENJOYING IT	John Travolta, Capitol 245
995	DOCK IT TO YOU	Sam Davis, Lita 100
996	THE WAY YOU LOOK TONIGHT	John Travolta, Capitol 245
997	ARE YOU ENJOYING IT	John Travolta, Capitol 245
998	DOCK IT TO YOU	Sam Davis, Lita 100
999	THE WAY YOU LOOK TONIGHT	John Travolta, Capitol 245
1000	ARE YOU ENJOYING IT	John Travolta, Capitol 245

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2

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TALENT

Schools Ringing Out With R&R Belles—Some May Earn Masters

NEW YORK — All - girl groups, which have been out of the limelight since the heyday of Phil Spector, are on their way back, but this time in rock 'n' roll form. The groups are being sprung up in colleges and high schools around the country and are being watched closely by record company scouts.

There is hardly a woman's college in the country today without at least one female rock band in residence. The girls are taking after their male counterparts; their instrumentation, amplified guitars and drums, is the same and many of them even write their own material.

Although the record companies are proceeding cautiously with disk deals, there are already a number of mixed

groups like the Mamas and the Papas who have scored in the record market. However, while they're waiting for those disk offers to come, the girls have been doing quite well with "live" dates on the campuses of neighboring colleges, especially where the male enrollment outnumbers the female.

Two Examples

Two top examples are the Moppets from Mt. Holyoke College in Massachusetts, and the New Pandoras from Boston. The Moppets, who travel and tour from their jobs in a 1957 hearse, play most of their dates at nearby Ivy League colleges like Harvard, Yale and Cornell. They are in demand at men's colleges throughout the East, and have built a strong reputation from Boston to Philadelphia.

The New Pandoras, who consist of a college senior and three Boston high school girls, have also been doing well on campuses. They are probably the only rock group to play at

the Harvard Club in Boston. In the Boston area, the group is as well known as many of the artists now riding the top of the best seller charts. Just recently they were the featured act at Seventeen Magazine's annual fashion show in New York.

Getting Publicity

The girl groups are also picking up a lot of newspaper coverage. The New York Times ran a feature on the Moppets; Women's Wear Daily had a story on the New Pandoras; and the Boston Globe also covered the Pandoras with a feature story.

The clothes the female groups wear and the way they look are apparently as important to the college girls as their music. Most of the girls in the groups dress like ladies, dresses are "in"—at least on stage—and pants are "out." Feminine clothes undoubtedly help their appeal at men's colleges.

The Moppets have turned down bids from record compa-

(Continued on page 23)



HUGO & LUIGI, outside left and right, flank Jimmy Bowen, second left, of Reprise Records, and Lloyd Price as artist signs long-term deal with label. Hugo & Luigi will produce all of Price's product for Reprise.

Ames Aims Pace At Double Payoff

LOS ANGELES — For the past year vocalist-actor Ed Ames has been hitting a hot "in person" pace with appearances at concerts and outdoor events. Hopping a plane for two out of almost every week ends a month to perform live has the double-barreled purpose of promoting his RCA albums and the "Daniel Boone" TV series, with which he has been affiliated three seasons.

"The only way to make money is to play places which have a large audience," he says. Ames admits that he has to maintain a grinding pace of one-nighters and occasional weekly nightclub engagements to maintain his identity as a vocalist. He has been a solo performer for the past six years, the time the Ames Brothers disbanded. He has been with Victor as a member of the quartet and as a single since 1953.

As a result of playing weekend concerts, Ames estimates his income has skyrocketed four times its normal level. Since 1953 he has performed on Broadway in five, plays and series in the TV adventure series.

Although he has yet to hit the charts strongly with single records ("Try to Remember" was a fleeting chart tune), Ames maintains an awareness for current material. "I won't get a tape CARTRIDGE player in my car," he says, "because I don't want to hear what I like. I listen to the radio to hear what's current. His two favorite stations are KGBS, a country and western outlet and KJH, a rocker. KGBS offers him insight into new tunes which are adaptable for the pop market and KJH relays is.

Ames has three different acts for nightclubs, county, State fairs and rodeos, the latter two involving his appearing in a break-away Indian costume which gives way to sports clothes.

"Show business is like politics," he believes. "You need a name which people can identify with." Appearing on the "Boone" series was Ames' means of gaining national exposure, but to avoid being locked into the role of an Indian, he scurries around the country, playing outdoor shows and doing musicals.

Mitchell Won't Deal—Yet

NEW YORK—Although several record companies have been bidding for Chad Mitchell after scoring his act recently at Mother Blues in Chicago, his manager, Franklin Fried, won't make a deal until the singer winds up his engagement at the Village Gate here. Mitchell will be at the Gate from June 28 through July 10.

Mitchell, who left the Chad Mitchell Trio about a year ago to go out as a single, has been steadily developing his act with new songs and new arrangements. He's even studied with acting coach Ludwig Donath to perfect the dramatics in his performance. Fried now feels that Mitchell is ready to make a record.

At the time Mitchell left the trio, the group was grossing over

new three-year contract with Fontana for exclusive release rights in the U. S.

\$250,000 a year from music publishing, records, personal appearances and club dates.



ETHEL MERMAN warms up for the RCA Victor original cast album of Irving Berlin's "Annie Get Your Gun," with her co-star Bruce Yarnal standing by. The album was produced by George R. Marek and Andy Wiswell.

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Triangle's Right Angle—Chi. Summer Pop Concerts

CHICAGO—For the second summer in a row, Frank Fried's Triangle Productions is sponsoring a summer pop music concert here. The series looks like a fixture for Chicago because last year's series contributed half of Triangle's \$1.7 million gross for the fiscal year. This represented a \$700,000 increase over the previous year.

"We learned that the concept works," says Fried, who bases his bookings to a great degree on the artist's chart performance. Like last year, Fried is bringing the Beatles to Chicago. Two concerts are scheduled for Aug. 12 at the International Amphitheatre. All other concerts will be at Arrie Crown Theater at McCormick Place.

Scheduled are Tony Bennett/Woody Herman (June 24, 25), Paul Revere and the Raiders (July 2), the Rolling Stones (July 10), Judy Collins/the Mitchell Trio/Tom Paxton/Staple Singers (July 15), the Beachboys (July 16, 17, 18), the Byrds (July 20), Andy Williams/Henry Mancini (July 22, 23), Skitch Henderson/Norm Crosby (July 30), Simon and Garfunkel (July 31), Peter Nero/the Young Americans (Aug. 5), the King-

ston Trio (Aug. 6), Bill Cosby/Chad Mitchell (Aug. 13), the New Christ Minstrel/the Dave Brubeck Quartet (Aug. 14), the Mamas and Papas (Aug. 20), Jerry Vale (Aug. 21), Peter, Paul and Mary (Aug. 27, 28).

New Lewis Trio A Powerhouse On N. Y. Stint

NEW YORK — The recent personnel changes in the Ramsey Lewis Trio evidently haven't hurt the act's pulling power. Lewis still holds forth at the piano, but Cleveland Eaton on bass and Maurice White on drums are new.

At their Village Gate opening Tuesday (21), the reconstituted RLT served up its pop-jazz fare which has been kicking up strong album sales on Cadet, to the delight of a young adult crowd.

But starting with low key and sophisticated versions of "I Ain't Got Nobody" and "It Was a Very Good Year," the trio let loose with the title number from "The In Crowd Album," and White took over with a percussion of a Horace Silver composition.

But Lewis is still the top man. His piano style ranges from cocktail lounge to concert, and it's always alive and inventive.

AARON STERNFIELD

Mindbenders on Third U. S. Tour

CHICAGO—The Mindbenders—who just signed with Columbia Pictures to appear in a movie with Sidney Poitier—commence their third tour of the U. S. July 1.

According to Fontana, national promotion manager Jerry Meyers, as much mileage as possible will be gotten from the tour promotionally.

The group has just signed a



GODDARD LIEBERSON, center, president of Columbia Records, supervises the cast of the hit Broadway musical, "Mame," at a recent recording session in Columbia's New York studios. Watching Lieberson is Fred Plaut, left, Columbia's recording engineer.

MUSIC ON CAMPUS

University of Virginia's campus representative, Clay Rafter, reported that the school deliberately suffered a \$1,500 loss on a recent Louis Armstrong standing-room-only concert. William Rau, head of concerts at the University of Virginia, said, "Only \$2 per ticket was charged in appreciation of the past attendance at earlier concerts." The college had profited \$1,000 on Marthas and the Vandellas, \$2,500 on the Supremes and \$2,500 on the Four Tops and Dionne Warwick.

Maurice Rabinoff, campus representative at New York Tech, reported that campus radio station WNYT will expand broadcast time from a 10-hour day to a 20-hour day. New station manager is Keith Rouse. . . . KLRN-TV of the University of Texas has won the Ohio State Award for "Nationalism in Music," an instructional music program. . . . Emerson College has six students work-

ing on Boston's WHDH for the summer. Rhode Island University's record of 75 hours of marathon broadcasting has been smashed by KRWG of New Mexico State University. Phil Jacobs, a deejay with KRWG, broadcast 82 record-breaking hours.

New college correspondents who will be representing Billboard in the fall are: Erie Turkington, University of Pennsylvania; Walter R. Stegmann, Wartburg College; William E. Bart, Amherst College; Thomas Mearns, Georgetown University; Robert Pendergrast, Bradley University; Thomas F. Daugherty, Shippensburg State College; L. Courtney Hiler, University of Tennessee; Raymond Franklin, University of South Florida; Donald Critchfield, University of Nebraska; George M. Clement, Memphis State University; and Koon Rouse, University of Tulsa.

Just a reminder to keep the news coming during the summer. By the way, if your college isn't represented by Billboard's College Bureau, write Billboard College Bureau, Box H, 46 Street, New York, N. Y.

Scanning The News

Betty Everett signed to ABC Records for the pop and R&B market. Her first recording date for ABC, held in Chicago, was produced by Al Smith, and arranged and conducted by Johnny Pate, label's Midwestern director of artists & repertoire. . . . Jazz artists Shelby Manne and Junior Manne added to Atlantic Records' roster. . . . Mid Carter resigned to Imperial for three years. The pact calls for minimum of three albums and four singles. . . . Kenny Bigras, a regular on WVVVA Jambores out of Wheeling, W. Va., signed to Chart Records. . . . Tony Manne signed *We the People*, a group from central Florida, to a long-term production pact. The product will be coming out on Challenge Records. . . . Lorraine Chandler signed to RCA Victor. Shelley Helms supervised the first recording session and Jack Ashford was ad/m for Pied Piper Productions, an indie production company.



STEVE ELLIOT, left, 18-year-old pop-folk singer-songwriter, who is under contract to The Richmond Organization as a writer and artist, discusses new song material with TRO vice-president Happy Goday. Elliot debuted recently on Warner Bros. Records with "Who Will Buy?"

ARMY NURSES GET AN ASSIST

NEW YORK—Singer Connie Francis and songwriter Gladys Shelley have come to the aid of the Army Nurse Corps. Miss Shelley has written "Nurse in the U. S. Army," and it's been recorded by Miss Francis on the MGM label. The song and disk will be used to help the Army Nurse Corps in its recruiting program.

Edison Prizes to Vlad, Stravinsky

ROTTERDAM—Pianist Vladimir Horowitz and composer-conductor Igor Stravinsky received Edison Awards at the recent Dutch Grand Gala Du Disque Classique. The annual Dutch event was sponsored by local record companies. Presented by the National Academy of Recording Arts and Sciences, the Edison Award is considered comparable to the United States Grammy Award.

The two-record set, "An Historic Return—Horowitz at Carnegie Hall," gained the award for the best solo instrumental recital.

Calif. Academy Lists Activities

SANTA BARBARA, Calif.—Concerts, master classes and lectures are listed for July and August at the Music Academy of the West. Performing artists will include conductor Maurice Abravanel (Vanguard), Westminster, pianist Jose Iturbi (RCA Victor, Angel) and mezzo-soprano Mildred Miller (Columbia, Westminster).

Among master class teachers are Martial Singher, song and opera; Reginald Stewart, piano; Davis Schuman, brass choir; Mitchell Lurie, woodwind ensemble; Emanuel Bay, piano chamber music; and Bert Senofsky, violin. Abravanel will conduct the Academy Symphony. Concerts include a presentation of Mozart's "Così Fan Tutte" in English.

Brevard's 30th Yr. To Begin July 6

BREVARD, N. C.—The 30th anniversary season of the Brevard Music Center is set for July 6 to Aug. 21. Among soloists listed are pianist Jose Iturbi (RCA Victor, Angel), soprano Brenda Lee, pianist Jean-Marie Derre (Vanguard), tenor Jan Pearce (Victor, Decca, Westminster), violinist Mischa Elman (Vanguard), pianist Lee Luvisi, harpist Edward Vito (Period), soprano Mary Costa, pianist Thomas Brockman, flutist Ramona Dubovoy, bassoonist William Guthrie, violist Sergio Luca and pianist James Mathis. Operas slated are Verdi's "La Traviata," Donizetti's "Don Pasquale" and Puccini's "La Bohème."

R&R Bells Ring

Continued from page 22
nies so far because they feel that they aren't yet ready for disks. The Pandoras did a one-nighter at Harlow's discotheque in New York recently and invited record company executives to see them. It's understood that they've had discussions with a number of labels since.

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SWINGING INTERNATIONALLY

ENGLAND
Second City Sound . . . Loves Funny
Bobby Vee . . . Take a Look Around Me
Bill Fury . . . I Didn't See the Real Thing Come Along

AUSTRALIA
Staff Sgt. Sadler . . . Ballad of the Green Beret
Ron Lees . . . Ballad of the Green Beret

CANADA
Cassels . . . On Dit Que L'on Sait (Easy to Say)
Le Vent De La Nuit (Crying in the Wind)
Alere J'ai Cœur (Run, Run, Run)
Chantal Fontaine . . . Presente Me Ton Frère (Young Love)
Joel Denis . . . Est Ça Moi (Is It Me)
Ezra Anthony . . . Chaque Fois (Ogni Voie)
Chantal Fontaine . . . Young Love

ITALY
Gianni Duca . . . Quelle Ça Sei (Don't Tell Her the Truth)
Un Giorno Come Un Altro (Every Day Your Heart Is Broken)
Pai Anka . . . Sei Carla/La Piuma (Where My Heart Never Wanders)
Dino . . . Sei Più Forte Di Me (Stronger Than I)
Chi Più Di Me (Can't Get Along Very Well Without Her)

FRANCE
Bernard Brice . . . Qui M'Aurait Dit (Behind My Smile)
Genevieve Grad . . . Gieny Comes Late

SOUTH AMERICA
ARGENTINA
BRAZIL
Staff Sgt. Sadler . . . Ballad of the Green Beret
Marito Gonzales . . . Cadeia Dia Ta Quiera Un Corazon (Every Day a Heart Is Broken)
Sandra . . . Ballad of the Green Beret
Monica Lander . . . Por Caridad (Per Carlie)

U.S.A.
Second City Sound . . . Loves Funny
Julius La Rosa . . . Lonely as I Leave You
Cheese Cakes . . . Bye Bye Little Boy
Los Moonlights . . . Put Your Head on My Shoulder
Si Zenther . . . Put Your Head on My Shoulder

SPAIN
Staff Sgt. Sadler . . . Ballad of the Green Beret
Solido Miranda . . . Ballad of the Green Beret
Hispavox H.104 . . . La Balada De Los Boins Verdes (Ballad of the Green Beret)
Belter H. 270 . . . La Balada De Los Boins Verdes (Ballad of the Green Beret)
Marifer M. 20-016 . . . La Balada De Los Boins Verdes (Ballad of the Green Beret)

SWEDEN
Johnny Bend . . . Every Night
Ewe Casey & Yelstara . . . Young Love
Ye Mia Lyckan Tibbaka (Put Your Head on My Shoulder)

MEXICO
Los Dominic's . . . Elisabeth
Javier Solis . . . Cade Vex (Ogni Voie)
Los Rocio's . . . Lapales (Walk That Walk)
Los Methemetics . . . Lapales (Walk That Walk)
Eliaz Ruiz . . . Detodos Meot So! Tu Tanto (I Am Just a Fool Anyway)

GERMANY
Prezy Peters . . . Sag'se Manner Manns (We Know Wa're in Love)

NAPAM . . . NEBAM

FRENCH CANADA
Theresa La Roy . . . J'ai Peur
Serge Laprade . . . Capri Cast Fini
Harve Hervie . . . Capri Cast Fini
Jean Marc Bertrand . . . Capri Cast Fini
Paul Musil . . . Capri Cast Fini
George Tremblay . . . Capri Cast Fini
Claude Vincent . . . Il Nous Reste Si Pau De Temps
Serge Legrand . . . Il Suffirait De Rien
Benoit Phillippe . . . Est Ça Moi/Quand Tu Est Dans Mes Bras
Jean Marie Bernard . . . J'ai Peur/Pear De Filles
Benoit Phillippe . . . Ou Ve Tu Meintenant
Los Fleminges . . . FEMALE PERSONA Avant Toi
Serge Laprade . . . FEMALE PERSONA Avant Toi

ENGLISH CANADA
Serge Laprade . . . I Tried and I Tried/Heading for a Heart Break
When I'm All Alone

U.S.A.
Mal Torme . . . Dominique Discotheque
Mitt Seely Trio . . . Dominique Discotheque
Sarah Vaughan . . . Dominique Discotheque
Cheese Cakes . . . Heading for a Heart Break
Patty Joe . . . Heading for a Heart Break

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Angelica
b/w Looking at Tomorrow

5695



Detroit, L. A. 'Happening Place' for Record Sales

- Continued from page 1

ent markets between Billboard's January 1 and June 25 issues. Of these, 81 had made the Hot 100 Chart as of the current July 2 issue, another 26 made the Bubbling Under category. The per cent of breakout single records making the chart was 45.1.

These figures do not include the big name artists like the Beatles, whose records generally break nation-wide immediately after release.

Of the breakout single, the two biggest hits to date have been "Elusive Butterfly" by Bob Dylan on World Pacific Records, which peaked at No. 10, and "Time Won't Let Me" by The Outsiders on Capitol Records, which peaked at No. 10. Both records went to No. 5 on the chart. However, other artists still moving up the chart like the new arrivals (the latter is happening) by the Syndicate of Sound on Bell Records, "Ain't No Proud to Beg" (Miami) on Gordy Records, "Dirty Water" (a Miami breakout) by The Standells on Tower Records, "The Last Thing on My Mind" on sociation on Vallant Records (a Los Angeles breakout) still stand a fair chance of doing as well.

Regional breakouts are in Billboard's top 20 with a star, including "The Last Thing on My Mind" by The Standells.

Without doubt, the crown for taking the longest to happen

Without doubt, the crown for taking the longest to happen

WCHB Adds Its Own Excitement to R&B

DETROIT—R&b music is the most exciting music in the world now, believes WCHB program director Bill Curtis. That, plus a "lot of hard work," is the foundation on which the r&b station has built its success. Billboard's latest Radio Response Ratings survey of this market, the fifth largest in the nation, showed the station as the major influence on sales of r&b records. Fifty per cent of the record dealers, distributors, one-stop operators, and local and national record company executives voted in favor of the station over its competition.

Although r&b music has grown increasingly so popular that Hot 100 format stations are playing more and more of it, Curtis wasn't worried. "We play more of it and we try to play it before they do. But it's the most exciting music in the world right now and nothing will ever take its place."

The station has been responsible for giving many new r&b records that important initial exposure; in fact, the exposure has been so important that the power of the station has forced rock 'n' roll outlets in the city to play the record because of the sales created. An example is "Sunny" by Bobby Hebb, says Curtis. This was the flip side of a record that was in a juke session Curtis liked it. "I found a fluke that I listened to it," he said. "I don't go around turning over a cat's record." But "Sunny," which the station

BREAKOUT STATISTICS

City	Broke First	Total Breakouts	Hit Chart
Detroit	16	18	8
Los Angeles	14	16	8
San Francisco	15	20	7
New York	16	18	6
Chicago	16	18	6
Dallas-Fort Worth	12	14	6
Miami	13	16	6
Pittsburgh	12	17	6
Atlanta	7	8	5
Houston	13	17	4
Milwaukee	10	12	3
St. Louis	6	8	3
St. Paul-Minneapolis	3	3	0
Washington	4	7	2
Philadelphia	4	4	2
New Orleans	4	4	2
Boston	9	10	2
Memphis	1	2	1
Seattle	2	2	0
Cleveland	2	4	1
Nashville	1	2	1
Baltimore	13	15	2

goes to "Sweet Pea" by Tommy Roe on ABC Records, appearing this week on Billboard's Hot 100 Chart at 37 with a star. The record was first listed as a breakout single in Atlanta in the February 19 issue. More than two months later, the April 30 issue, it was a breakout in Miami. The May 21 issue showed it as a sales breakout in both the Dallas-Fort Worth area and Mem-

phis. On June 4, it was a breakout in both Milwaukee and the Minneapolis-St. Paul area. All this, before it finally began to happen big.

Some records, in spite of being sales breakouts in certain markets, never really make it. "Secondhand Man" by the Back Porch Majority on Epic Records had high sales in New York, Boston, Dallas-Fort Worth and Chicago, but only went as high as No. 135 in the Bubbling Under category. "Don't Stop Now" by Eddie Holman on Parkway Records broke out in sales in Los Angeles, New York and San Francisco, but never made it to No. 100. "Mr. Tambourine Man" by the Cocteau Twins on Bear Records broke in Minneapolis-St. Paul, Milwaukee and San Francisco, but only went as high as No. 114 in the Bubbling Under. "Dig Your Baby" by Lorraine Ellison on Mercury Records had the same fate.

Some markets didn't fare so well in ratio of success with breakouts. Although a total of 15 different records had sales breakouts in Baltimore—13 of which happened there first—only two went on to make the chart, one an Al Martino record which went as high as No. 30.

BESIDES HOSTING AN opening night party for local air personalities, Brenda Lee of Decca Records took time out from her Coconut Grove stint in Los Angeles to appear on the Lloyd Thaxton TV show. At left, Brenda chats with deejay Roger Carroll of KMPC opening; at right, she discusses her LP with Lloyd Thaxton.

EDITORIAL

WOR-FM's Problem

WOR-FM Stereo in New York launches its Hot 100 format July 30, and will become immediately a station with a programming problem. For the station would like to play the records while they're still hits . . . even expose new products. But the station has the problem of being a singles station without singles. At the present time, stereo product is available only in albums, tape, or tape Cassettes and these, with few exceptions in the rock 'n' roll field, come only after a hit single record has paved the way.

Obviously, the station will need help from the record industry. Nearly all product is recorded in stereo today. Perhaps record companies should take it upon themselves to supply the fledgling station, which has one of the largest FM potential audiences in the nation's major radio-record market, with stereo tapes of their single releases, much as record companies now supply free records to major stations. WFIU-FM, a Philadelphia stereo station, has been programming rock 'n' roll seven nights a week, but only the occasional album cuts have been in stereo. More than 40 per cent of pop album sales are in stereo. If the stereo stations follow WOR-FM's lead in programming Hot 100 records, the record industry will lose valuable exposure unless it pitches in and helps out with usable "fresh" programming material.

WJR's McCarthy Is Top DJ in Detroit

DETROIT—J. P. McCarthy of WJR is the king of the air personalities in Detroit, according to the record industry. McCarthy received 52 per cent of the votes of record dealers, distributors, one-stop operators, and local and national record company executives as being the major influence on album sales. They also attributed him with having vast influence in creating sales of Easy Listening singles.

James H. Quello, program director of the Easy Listening format station, said that McCarthy "seems to be able to pick them. He practically made Herb Alpert & the Tijuana Brass in Detroit." A lot of the credit, too, should go to music director Harold Lake, Quello said.

"We try to play the bright new beats that aren't rock," Quello said. "... try to be cheerful and entertain and sensible. McCarthy practically dominates all morning ratings because of his warm personality on the fact that he keeps his show interesting. For instance, he has little gimmicks he calls winners and losers—sort of comments about topical matters. He also plays novelty records."

WJR also scored as the major influence on classical record sales with 55 per cent of the votes. The programming of WJR has given the station tremendous billings. "Business in the last year and a half has been absolutely fantastic," Quello said. "We've definitely proved that there's room in a market for

all kinds of music — country music, our music, or rock 'n' roll."

Bell Hour TV Show Revamped

NEW YORK — "Bell Telephone Hour," on NBC-TV, is changing its programming concept for this fall. The revamped show will present musical documentaries featuring outstanding events, personalities, movements and ideas in the field of music. One of the shows will concern the "Festival of Two Worlds" at Spoleto, Italy; another a portrait of a concert artist. The show will be seen on alternate Sundays.

RCA LAUNCHES RADIO CONTEST

NEW YORK — RCA Victor Records has launched a "Quiet Room" radio contest to tie in with the release of the Harry Belafonte "In My Quiet Room" album. Listeners must submit letters giving reasons why they would like to see a "Quiet Room" created in the school, hospital or charitable institution of their choice. Prizes include libraries of 100 RCA Victor albums, a portable Victor stereo phonograph, and an RCA color television set. The institution, of course, will receive a "Quiet Room."



LARRY RAY, Elektra Recording artist, left, presents his Broken Record Award to Johnny Hayes, center, KRLA, Los Angeles disk jockey, and Dick Moreland, KRLA program director. The award was presented to the KRLA jockeys for breaking "Love," Ray's current chart entry.

THESE LP's ARE MADE FOR SELLIN'!



JAN & DEAN • POPSICLE • Popsicle; The Restless Surfer; She's My Summer Girl; Down At Malibu Beach; Summer Means Fun; Tannasee; Norwegian Wood (This Bird Has Flown); A Surfer's Dream; Surf Route 101; Surfin' Wild; Waimea Bay; One-Piece Topless; Bathing Suit • LRP-3456/LST-7456



VIKKI CARR • THE WAY OF TODAY • Can I Trust You?; Anyone Who Had A Heart; My Prayer; My Heart Reminds Me; You Don't Have To Say You Love Me; Nowhere Man; If You Love Me, Really Love Me; Strangers In The Night; I Will Wait For You; My World Is Empty Without You; I Hear A Rhapsody • LRP-3456/LST-7456



VIC DANA • TOWN & COUNTRY • I Love You Drops; Abilene; As Long As I'm Travelin'; The Wild Side Of Life; My Baby Wouldn't Leave Me; A Satisfied Mind; I'm So Lonesome I Could Cry; Crazy Arms; Western Union; Sea Of Heartbreak; Loneliness Is Messin' Up My Mind; He'll Have To Go • BLF-2046/BST-8046



RUBEN RODRIGUEZ AND HIS GUADALAJARA KINGS • Co-curricu Paloma; La Bombay-Mexia Elena; Ay Jalisco; Guadalajara; The Shadow Of Your Smile; Go Borrito Go; Vida Complicada; La Maleguenza; Cuando Caliente El Sol; It's Not Unusual • LRP-3454/LST-7454



GEL SHANNON • THIS IS MY BAG • The Big Hurt; Kicks; For A Little While; Lightnin' Strikes; When You Walk In The Room; The Cheater; Oh, Pretty Woman; Everybody Loves A Clown; Never Thought I Could; It's Too Late; Hey! Little Star; Action • LRP-3453/LST-7453



ROSS BAGDASARIAN • THE MIXED-UP WORLD OF BAGDASARIAN • Gotta Get To Your House; Russian Roulette; The Prom; Navel Manover; Yeah, Yeah; Armen's Theme; Lucy, Lucy, Maria From Madrid; Scallywags And Sinners; Bagdad Express; Freddy, Freddy; Come On A My House • LRP-3451/LST-7451



TROMBONES UNLIMITED • THESE BONES ARE MADE FOR WALKIN' • Daydream; Sure Gonna Miss Her; Excuse; California Dreamin'; No Time For Talkin'; I Will Wait For You; Listen People; These Bones Are Made For Walkin'; The Phoenix Love Theme; Hurry On; Dulcinea; The Yo-To Puppet Song • LRP-3448/LST-7448

*Liberty...
Sounds Great
For Summer!*



THE GANTS • GANTS GALORE • Crackin' Up; Shapes Of Things; Peter Rabbit; Summertime Blues; Oni Truck Mind; Good Lovin'; Little Latin Lupe Lu; Kicks; Try Too Hard; C'mon Everybody; Dirty Water; Dr. Feelgood • LRP-3455/LST-7455

WKNR Keeps Singles title

DETROIT — Despite a tight playlist—31 records—WKNR has won the crown again as the major influence on sales of single records in the Detroit market—the nation's fifth largest radio market. The latest Billboard Radio Response Rating

survey of Detroit shows the station with 47 per cent of the votes of record dealers, distributors, one-stop operators and local and national record company executives. The next closest competition had only 29 per cent of the votes.

WKNR had 44 per cent of the votes in last year's survey of Bob Green, the station's major deejay, again took top honors as the major individual influence on the teen market with 30 per cent of the votes.

Though WKNR plays comparatively few records overall, the station does get extra emphasis, said program director Frank Maruca. Besides the 31 records on the playlist, Maruca features a key single and key album of the week and

the top three selling albums, regardless of what they are. The key single and album, however, are brand new records that Maruca feels will make the best-seller chart. Last week, the key single was "Friday's Child" by Nancy Sinatra. Normally, the key single is by established artist, but "Day for Decision" by Johnny Sea was "out of left field. I even broke our rule and put it on in the middle of the week and normally I'd never do that except with the Beatles or the Supremes."

The key single of the week gets extra heavy play on the station. But, basically, Maruca believes that the tight playlist is the answer in today's Hot 100 format radio.

But, one thing for sure, the

music is getting better, he said. "The record buyers are becoming more selective and the music has to be much better than three or four years ago. When Frank Sinatra makes No. 1, like he is on our playlist now, that's something to write home about. Too, the groups are tougher. The music has a melody... the day of hard raucous sounds has gone." He said he thought teen-aimed music would continue to improve.

WKNR set an all-time record in billings June 13, "and still have the rest of the month to go," Maruca said. He attributed the popularity of the station in both audience and billings to personalities like Bob Green, who's a excellent straight personality with a quiet approach, Scott Regan, who's become associated with top name artists, and Dick Puritan, who uses a lot of humor.

the FUTURE with a promise

NAVY

RADIO RESPONSE RATING

DETROIT, MICH. . . 3rd Cycle
JULY 2, 1966

TOP STATIONS

Call	% of Total
Rank	Stations
★ WJLB 94.1	47%
★ WKLB 94.5	29%
★ WJLB 94.1	25%
★ WJLB 94.1	25%
★ WJLB 94.1	25%
★ WJLB 94.1	25%
★ WJLB 94.1	25%
★ WJLB 94.1	25%
★ WJLB 94.1	25%
★ WJLB 94.1	25%

★ R&B

★ WJLB 94.1	29%
★ WJLB 94.1	25%
★ WJLB 94.1	25%
★ WJLB 94.1	25%
★ WJLB 94.1	25%

★ JAZZ

★ WJLB 94.1	44%
★ WJLB 94.1	25%
★ WJLB 94.1	15%
★ WJLB 94.1	15%
★ WJLB 94.1	15%

★ COUNTRY

★ WJLB 94.1	84%
★ WJLB 94.1	14%

★ CONSERVATIVE

★ WJLB 94.1	95%
★ WJLB 94.1	5%

★ COMEDY

★ WJLB 94.1	75%
★ WJLB 94.1	25%

★ FOLK

★ WJLB 94.1	75%
★ WJLB 94.1	25%

★ CLASSICAL

★ WJLB 94.1	55%
★ WJLB 94.1	45%

★ THE RADIO RESPONSE RATING

of stations and individual air personalities have been determined by survey of local and national record promotion personnel, distributor and record manufacturers. Most stations and personalities are ranked strictly on the comparative ability of the station and air personalities to influence their listeners to purchase the single and album played on the air. The ratings likewise point up the importance of each air personality in building audiences and creating the program conducive to influencing the listener to purchase other products and services advertised on radio stations.

TOP DISK JOCKEYS

Disk	Jockeys	Call Letters	% of Total Points
POP Singles			
1	Bob Green	WKNE	30%
2	Shannon	CKLW	30%
3	off Regan	WKNE	15%
4	ars		15%

★ MUSIC DIR., PROGRAM DIR., OR LIBRARIAN

★ 1. Bob Green	WKLB	30%
★ 2. Scott Regan	WKLB	25%
★ 3. Dick Puritan	WKLB	25%
★ 4. Dick Puritan	WKLB	25%
★ 5. Dick Puritan	WKLB	25%

★ TOP JOCKEYS (Pop Singles) BY TIME SLOT

★ 1. Bob Green	WKLB	30%
★ 2. Scott Regan	WKLB	25%
★ 3. Dick Puritan	WKLB	25%
★ 4. Dick Puritan	WKLB	25%
★ 5. Dick Puritan	WKLB	25%

★ TOP TV BANDSTAND SHOW

★ 1. Bob Green	WKLB	30%
★ 2. Scott Regan	WKLB	25%
★ 3. Dick Puritan	WKLB	25%
★ 4. Dick Puritan	WKLB	25%
★ 5. Dick Puritan	WKLB	25%

★ POP LP's

★ 1. Bob Green	WKLB	30%
★ 2. Scott Regan	WKLB	25%
★ 3. Dick Puritan	WKLB	25%
★ 4. Dick Puritan	WKLB	25%
★ 5. Dick Puritan	WKLB	25%

★ PROGRAM DIR., MUSIC DIR. OR LIBRARIAN

★ 1. Bob Green	WKLB	30%
★ 2. Scott Regan	WKLB	25%
★ 3. Dick Puritan	WKLB	25%
★ 4. Dick Puritan	WKLB	25%
★ 5. Dick Puritan	WKLB	25%

★ R&B

★ 1. Bob Green	WKLB	30%
★ 2. Scott Regan	WKLB	25%
★ 3. Dick Puritan	WKLB	25%
★ 4. Dick Puritan	WKLB	25%
★ 5. Dick Puritan	WKLB	25%

★ COUNTRY

★ 1. Bob Green	WKLB	30%
★ 2. Scott Regan	WKLB	25%
★ 3. Dick Puritan	WKLB	25%
★ 4. Dick Puritan	WKLB	25%
★ 5. Dick Puritan	WKLB	25%

STATIONS BY FORMAT

AM RADIO FREQUENCIES

WJLB 94.1	WJLB 94.1	WJLB 94.1	WJLB 94.1
WJLB 94.1	WJLB 94.1	WJLB 94.1	WJLB 94.1
WJLB 94.1	WJLB 94.1	WJLB 94.1	WJLB 94.1
WJLB 94.1	WJLB 94.1	WJLB 94.1	WJLB 94.1
WJLB 94.1	WJLB 94.1	WJLB 94.1	WJLB 94.1

FM RADIO FREQUENCIES

WJLB 94.1	WJLB 94.1	WJLB 94.1	WJLB 94.1
WJLB 94.1	WJLB 94.1	WJLB 94.1	WJLB 94.1
WJLB 94.1	WJLB 94.1	WJLB 94.1	WJLB 94.1
WJLB 94.1	WJLB 94.1	WJLB 94.1	WJLB 94.1
WJLB 94.1	WJLB 94.1	WJLB 94.1	WJLB 94.1

DETROIT, MICHIGAN, Country's 3th Radio Market (15 AM, 17 FM).

CKLW: 50,000 watts. Owned by RKO General. On air 24 hrs. a day. Meme Forman, Contemporary. TV outlet is CKLW-TV, Channel 9. Dick Sipple is director of human news dept. Special equipment: 3 mobile news crews. Cuts from Comedy LP's and Folk. Music programmed occasionally. 5-mile news at 400 p.m. The headlines at 20 p.m. The hr. records are selected for air-play by Prop. dir. Approximately 15 new records programmed weekly. Record promotion people are seen M-F. Gen'l mgr., R. J. Ross, Prog. dir., Bob Fitzgerald. Send 4 copies of LP's and 3 copies of LP's to Mr. Fitzgerald, 815 Riverside Dr., West Windsor, Ontario, Canada (or) 1459 Gardenia Blvd., Detroit, Mich. Phone (313) 961-7200.

CKLW-FM: ERP 55,000 watts. Simulcast 96.5 with CKLW-AM. Address and other information same as CKLW.

WABC-FM: ERP 25,500 watts. Owned by Standard Broadcasting Co. On air 24 hrs. a day. Made famous by 105.5-Standard (1955-1960) and 105.5-Rhythm & Blues (1960-1965). Editorials occasionally. Special Programming: Detroit Pistons Pre-Game, Auto Race, Comedy LP's featured on "Offbeat." Folk. Music featured on "Something Special." New records are selected for air-play by Prop. dir. 15-25 new records programmed weekly. Record promotion people are seen Mon. & Tues. Prog. dir., J. Small. Send 3 copies of 45's and 3 copies of LP's to Mr. Small, 1007 David Scott Blvd., Detroit, Mich. 48216. Phone (313) 961-4800.

WBB: 500 watts. Owned by Midstate Broadcasting Co. Daytime. Made famous by Pop Standard (1960's). Editorials occasionally. Special Programming: Michigan S. Univ., Roosevelt H. S., St. Clements H. S., Football, Basketball Championship Play, Indianapolis '500, Daytona '500, Old Hollywood Race, Detroit Tigers Spring Training, "Boy O'Grady, A Woman's Program," with Jay Walker 10 a.m. to 11 a.m. "Off," with D. R. Woodling, audience call-in opinion, 10:00-11 a.m. M-Sat. Joe Pryor-Lard, hitting interviews, 3:05-5 p.m. M-F. "Trendy," boy, girl, group reports, 5:45-9 p.m. M-Sat. 10-11 p.m. M-Sat. Frank Lee, director of 5 a.m. news dept. 5-6 a.m. news on the hr., headlines on the half-hr. 6-7 a.m. news 5 times daily. Cuts from Comedy LP's programmed occasionally. Folk. Music included in regular program. New records are selected for air-play by committee of station personnel. Record promotion people are seen M-F. Gen'l mgr., Charles H. Partz, Jr. Prog. dir., D. R. Woodling, 36734 South Grosse Pointe, Mich. 48233. Phone (313) 253-1438.

WBB-FM: 80,000 watts. Made famous by Pop Standard. Country. Simulcast with 5 a.m. to 5 p.m. M-Sat. 7 a.m. to 7:45 p.m. Sat. address and all other information same as WBB-AM.

WKLB: 50,000 watts daily, 10,000 watts nights. Made famous by Pop Standard (1960's). Special programming. Gen'l mgr., H. V. Levinson, Prog. dir., Jack

Sanders, Asst. prog. dir., Joe Becarelli, 580 Temple Ave., Detroit, Michigan 48201. Phone (313) 833-8106.

WKAR-FM: ERP 10,000 watts. On the air 6 a.m.-mid. Simulcast with WKAR.

WCHB: 1,000 watts. On the air 24 hrs. Made famous by "The Big Show" (1955-1959), "Reluctant" (1959), "The Rev. Nicolas Hood, religious public service, 8-11 p.m. Sun. "Inkster NAACP," with William Fenn, public service, 10:30-10:45 p.m. Sun. "Councilman Hood Report," with Councilman N. Hood, political public service, 9-10:15 p.m. Sun. "The Law and You," with Judge Bob Evans, public service, 1:45-2 p.m. Sun. "The Director of 3-man news dept. Special equipment: 3 mobile units on air at 400 p.m. The headlines at 14 p.m. The hr. 15-min. news on air. M-F. Cuts from Comedy LP's programmed occasionally. New records are selected for air-play by committee of station personnel. Play list published bi-weekly. Approximately 5 new records programmed weekly. Record promotion people are seen Thursday. Gen'l mgr., Dr. Wendell C. Ross, Prog. dir., Curtis F.M. program director, J. Ross. Send 4 copies of 45's and 3 copies of LP's to Mr. Curtis, 32790 Henry Road, Inkster, Mich. 48141. Phone (313) 874-1440.

WCHB-FM: ERP 32,000 watts. News is simulcast with WCHB. Special Programming: "Records for Living," with Tom Jackson, women's show, 10-11 p.m. M-F. "Afternoon with the Aahs," with John & Dorothy, 10-11 p.m. M-F. 12:30 noon-3:45 p.m. Sun. "United States of America," 3:45-5 p.m. M-F. Send 4 copies of 45's and 3 copies of LP's to Mr. Ross, 275 East Forest, Detroit, Mich.

WDTM-FM: ERP 61,250 watts. Market One affiliate. On the air 18 hrs. Made famous by "The Big Show" (1955-1959), "The Rev. Nicolas Hood, religious public service, 8-11 p.m. Sun. "Inkster NAACP," with William Fenn, public service, 10:30-10:45 p.m. Sun. "The Director of 3-man news dept. Special equipment: 3 mobile units on air at 400 p.m. The headlines at 14 p.m. The hr. 15-min. news on air. M-F. Cuts from Comedy LP's programmed occasionally. New records are selected for air-play by committee of station personnel. Play list published monthly. Approximately 5 new records programmed weekly. Record promotion people are seen M-F. Gen'l mgr., McCleachy, Mike McCleachy, 36734 South Grosse Pointe, Mich. 48233. Phone (313) 253-1438.

WEXL: 1,000 watts. Owned by Sports Broadcasting Co. On the air 18 hrs. a day. Made famous by Country (1960's). Editorials occasionally. Special Programming: "Your City in Action," with Earl Gormann, public service, 11-11:15 p.m. Sun. "Back to the Bible," 11:15-11:30 p.m. Sun. Dave Lewis as director of 2-man news dept. Special equipment: mobile unit. 5-mile news at 5:30 p.m. The headlines at 10 p.m. The hr. 15-min. news on air. M-F. Cuts from Comedy LP's programmed occasionally. New records are selected for air-play by committee of station personnel. Play list published weekly. Gen'l mgr., Gordon A. Sparks, Prog. dir., Jack

HOW HEAR THIS!



ARTIST'S GLOSSARY

is making waves on the airwaves with the theme from



K-13517

THE GLASS BOTTOM BOAT

RECORDS

MGM Records is a division of Metro-Goldwyn-Mayer, Inc.

JULY 2, 1966, BILLBOARD

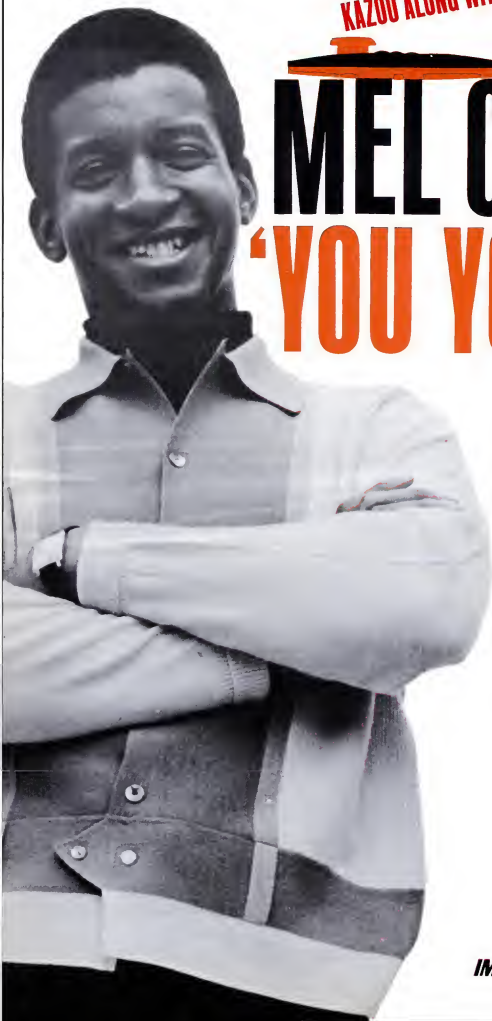
KAZOO ALONG WITH MEL!



MEL CARTER

'YOU YOU YOU'

#66183



sales



IMPERIAL: where the ¹ action is!

YESTERYEAR'S HITS

Change-of-pace programming from your librarian's shelves, featuring the disk that was the hottest in the last five years ago and 10 years ago this week. Here's how they ranked in Billboard's chart at that time.

POP SINGLES—5 Years Ago
July 3, 1961

1. Quarter to Three, U.S. Bonds.
2. Tossie and Turnie, Bobby Lewis, Belton.
3. Raindrops, De Clark, Vee Jay.
4. The Whitting on the Wall, Adam Wade.
5. Travelin' Man, Ricky Nelson.
6. Three Girls But Goodies, Little Caesar & The Romans, De Fi.
10. Yellow Bird, Arthur Lyman, Hi Fi.

POP SINGLES—10 Years Ago
June 30, 1956

1. The Wayward Wind, Gogi Grant, Era.
2. Moonlight & Thyme From Paris, Morris Stoller, Decca.
3. Standby on the Comar, Four Lads, Columbia.
4. I Almost Lost My Mind, Pat Boone, Dot.
5. Hushabye Hotel, Elvis Presley, RCA Victor.
6. I'm in Love Again, Fats Domino, Imperial.
7. I Just Want, I Need You, I Love You, Elvis Presley, RCA Victor.
8. Ivory Tower, Cathy Carr, Fraternity.
9. Moonlight & Thyme From Paris, George Cates, Coral.
10. Walk Hand in Hand, Tony Martin, RCA Victor.

R&B SINGLES—5 Years Ago
July 3, 1961

1. Tossie and Turnie, Bobby Lewis, Belton.
2. Every Beat of My Heart, Gladys Knight & The Pips, Vee Jay.
3. Raindrops, De Clark, Vee Jay.
4. Hot Weevil Song, Brook Benton.
5. I Don't Mind, James Brown, King.
6. Quarter to Three, U.S. Bonds.
7. Stand by Me, Ben E. King, A&M.
8. I've Got News for You, Ray Charles, RCA Victor.
9. I'm Comin' On Back to You, Jackie Wilson, Brunswick.
10. The Hawk Sailed & The Midnighters, King.

POP LPs—5 Years Ago
July 3, 1961

1. Columbia, Original Cast, Columbia.
2. Great American Picture Themes, Various Artists, United Artists.
3. Calcutta, Lawrence Welk, RCA.
4. Genius Plus Soul Equals Jazz, Ray Charles, Impulse.
5. I'm Blue, Elvis Presley, RCA Victor.
6. Never on Sunday, Soundtrack, United Artists.
7. Columbia, Original Cast, MGM.
8. Exhale, Soundtrack, RCA Victor.
9. Make Way, Kingston Trio, Capitol.
10. All the Way, Frank Sinatra, Capitol.

Frank Sinatra, Nancy Wilson, and Nina Simone and the like, has been great. Ardin says.

Norman (Red) Benson, personality on WPEN, Philadelphia, died June 22 in Philadelphia for the ex-orchestra leader and songwriter. He was 60. San Diego's KVCY and KYA in San Francisco, a Hot 100 format once known as "Beach Music," moved to Aveo, KDEO to Metro Communications, which includes Mort Hall, president and Don Berman, vice-president. No format changes in store.

WTID, Newport News, Va., switched to a modern country music format and needs records, station manager says. Operations manager Glenn C. Lewis. Clark Race, KDKA, Pittsburgh, decay, will appear on a show of "The Wild Wild West" TV series. Bill Hickok, air personality at WIP in Philadelphia, has been awarded a "gold disk" by Capitol Records for helping break Mrs. Elva Mitts' hit album.

James Larkin has been named vice-president for programming and public relations for Radio New York Worldwide, which operates WNYW, New York. New program director of WEEI, Pittsburgh, is Kenny Biggs, a regular performer on WVA's "Jamboree" show in Wheeling, Va. Biggs had just signed a Chart Records recording contract. Ed Newman, a former announcer with WICR, is now part owner of WMAA, Springfield, Mass.; WRCL-FM, Haverhill-Hartford; and WRN-FM, Atlantic City.

Bill Kurland, formerly an announcer with WSVN, Philadelphia, has been promoted to business manager. John R. Kurland, formerly with WICR, is now a new student radio station serving Johns College and Jacksonville University. Kenny Robertson, music director, (Continued on page 32)

HELP WANTED
ANNOUNCER-CHIEF ENGINEER: IM, moderate morning, feed time, photo help, background to Cary Yates, KISS AM-FM, Los Angeles.

SALES UP 307%
The Davis Broadcasting Company is looking for other station salesmen who are expanding and need talented people. Program Director, Station Manager, Sales Manager, and General Men, Salesmen, D. J.'s, call or write Bill Weaver for full particulars.

KWIZ
105 East 51st St., Santa Ana, Calif. Phone (714) 541-0951

SITUATION WANTED

ONE OF AMERICA'S BEST-KNOWN DJ's & PJs now permanent association with the following stations: KISS AM-FM, Los Angeles; KISS FM, San Francisco; KISS AM-FM, New York; KISS AM-FM, Philadelphia; KISS AM-FM, Chicago; KISS AM-FM, Dallas; KISS AM-FM, Houston; KISS AM-FM, Miami; KISS AM-FM, New Orleans; KISS AM-FM, San Antonio; KISS AM-FM, San Diego; KISS AM-FM, San Jose; KISS AM-FM, Seattle; KISS AM-FM, Tampa; KISS AM-FM, Washington, D.C.; KISS AM-FM, Wichita; KISS AM-FM, Yonkers.

EXPERIENCED DEJAY ANNOUNCER will relocate anywhere to any music format on the radio. Send resume to: Chicago, Ill. 60601.

JULY 2, 1966, BILLBOARD

STATIONS BY FORMAT

Continued from page 28

Send 3 copies of 45's and 3 copies of 45's and 3 copies of LP's to Mr. Mitchell, Box X-186, Detroit, Mich. 48228. Phone (313) 564-2200.

WMXL-FM: 214,000 wats. On air 24 hrs. a day. Made format: Conservative (100%). Prog. dir.: Conrad Barclay. Phone (313) 564-2200. Address and other information same as WEXL.

WGPR-FM: 19,400 wats. Independent. On the air 20 hrs. a day. Made format: Rhythmic & Blues (100%). Prog. dir.: Phil Kunkin. Phone (313) 564-2200. Address and other information same as WEXL.

WHR-FM: 19,400 wats. Independent. On the air 20 hrs. a day. Made format: Rhythmic & Blues (100%). Prog. dir.: Phil Kunkin. Phone (313) 564-2200. Address and other information same as WEXL.

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30

WMXL-FM: 19,400 wats. Independent. On the air 20 hrs. a day. Made format: Rhythmic & Blues (100%). Prog. dir.: Phil Kunkin. Phone (313) 564-2200. Address and other information same as WEXL.

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31

BY CLAUDE HALL

Bill Ardis, the all-night man at WHA in Hartford, Conn., has shifted over to 80 per cent jazz

Campbell, Prog. dir., William E. Morgan. Send 1 copy of 45's and 1 copy of LP's to Mr. Morgan, Box X-186, Detroit, Mich. 48228. Phone (313) 564-2200.

WMXL-FM: 19,400 wats. Independent. On the air 20 hrs. a day. Made format: Rhythmic & Blues (100%). Prog. dir.: Phil Kunkin. Phone (313) 564-2200. Address and other information same as WEXL.

WMXL-FM: 19,400 wats. Independent. On the air 20 hrs. a day. Made format: Rhythmic & Blues (100%). Prog. dir.: Phil Kunkin. Phone (313) 564-2200. Address and other information same as WEXL.

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BY CLAUDE HALL

instruments at the Rochester, N.Y., and music outlet. Response to the jazz, which he mixes with

day. Made format: Contemporary (100%). Editorials twice weekly. Send 1 copy of 45's and 1 copy of LP's to Mr. Morgan, Box X-186, Detroit, Mich. 48228. Phone (313) 564-2200.

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HELP WANTED
ANNOUNCER-CHIEF ENGINEER: IM, moderate morning, feed time, photo help, background to Cary Yates, KISS AM-FM, Los Angeles.

SALES UP 307%
The Davis Broadcasting Company is looking for other station salesmen who are expanding and need talented people. Program Director, Station Manager, Sales Manager, and General Men, Salesmen, D. J.'s, call or write Bill Weaver for full particulars.

KWIZ
105 East 51st St., Santa Ana, Calif. Phone (714) 541-0951

SITUATION WANTED

ONE OF AMERICA'S BEST-KNOWN DJ's & PJs now permanent association with the following stations: KISS AM-FM, Los Angeles; KISS FM, San Francisco; KISS AM-FM, New York; KISS AM-FM, Philadelphia; KISS AM-FM, Chicago; KISS AM-FM, Dallas; KISS AM-FM, Houston; KISS AM-FM, Miami; KISS AM-FM, New Orleans; KISS AM-FM, San Antonio; KISS AM-FM, San Diego; KISS AM-FM, San Jose; KISS AM-FM, Seattle; KISS AM-FM, Tampa; KISS AM-FM, Washington, D.C.; KISS AM-FM, Wichita; KISS AM-FM, Yonkers.

EXPERIENCED DEJAY ANNOUNCER will relocate anywhere to any music format on the radio. Send resume to: Chicago, Ill. 60601.

JULY 2, 1966, BILLBOARD

57.5% OF HOMES HAVE FM SETS

NEW YORK—An FM penetration study of 30 major markets revealed last week that 57.5 per cent of the homes have been reached by FM. The study was conducted by May for 30 radio stations represented by Quality Media, Inc., a subsidiary of the group of W. J. Cleveland and W. J. Cleveland, which has a penetration figure of 53.0 per cent, according to Hooper. Penetration is now 63.6 per cent. In March, a survey conducted in May of each year since 1963 showed: 1963—41.2 per cent, 1964—48.3, 1965—53.5, 1966—55.5.

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ROULETTE SERVES UP SIZZLING SUMMER HITS!



Tommy James and The Shondells HANKY PANKY

Their first album . . . featuring 11 great new hits and "Hanky Panky" . . . their current hit single that's nearing the million mark!

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TODAY . . .
he's got these
"sizzlers" on the fire

Also on ITCC four and eight-track stereo tape cartridges 22-25336



ROULETTE

RHYTHM & BLUES

VOX JOX

Continued from page 30

pleas for records. Address is Riverton Tower, Suite 207.

Harlan (Cowboy) Blair is the new commercial manager of KNIT in Abilene, Tex. Blair is still holding down his morning air show and needs country music records. . . . Mike Wilkie has been named program director for KODA, Houston, succeeding Don LeBlanc who has been upped to operations manager. . . . KOKX in Kooka, Ia., is undergoing a slight change in format and needs both Hot 100 and Easy Listening singles. Send to Ron Kullem, music director, or Al Richards, program director.

Jim Upland has been named program director of KXYZ, Houston. . . . John M. Slocum is the new general manager of WLVI, Indianapolis; he was formerly acting general manager of KBAK-TV, Bakersfield, Calif. . . . Edward J. Beaman is the new general manager of Radio New York Worldwide which operates WNYW, New York.

John Doolittle is the new all-night man at WSB, Atlanta; was formerly with WNDU, South Bend, Ind. . . . Dave Drew, formerly station manager of WJOE, Port St. Joe, Fla., is now traffic-time personality at WKRD, Columbus, Ohio. . . . Dave Jarrott is now music director with KMGH, San Antonio. He plays for Hot 100 and Easy Listening singles and albums. Jarrott was formerly with KNOW, Austin.

Mike Dime, formerly air personality at WKAN, Kankakee, Ill., has rejoined WION, St. Cloud, Minn., as assistant manager after five years away. . . . Ted Dorf has been named vice-president of WGAY, Inc. and general manager of WQMK and WGAY-FM Stereo, Washington.

KXLW, old-time r&b format station in St. Louis, is now programming "golden r&b-oldies." The only problem is that it never saved its records over the years and now needs all r&b records over two years old, 45-rpm only.

Melvin M. Bailey has been named station manager of KXL-AM-FM Stereo, Portland, Ore. . . . Pete Scott, production co-ordinator at KSFO, San Francisco, is now handling evening air chores. Also new on the station is personality Dick McGarrity, formerly with KVI, Seattle.

KYND, Tempe, Ariz., needs

LIEBERSON IN ROTTERDAM AS UNESCO GUEST

ROTTERDAM—Goddard Lieberson, president of the CBS Columbia Group, is attending the 1966 UNESCO Congress of the International Music Council of UNESCO here. UNESCO invited Lieberson to be a member of the panel discussing "Composition of Today and the Past." Lieberson is, himself, a composer. To his credit are several orchestra works, incidental music for the theater, vocal and choral settings of texts by James Joyce and Ezra Pound, and a number of other compositions, including piano music and chamber music.

Electrola's New Pop A&R Chief

COLOGNE—Dieter Weidenfeld takes over as Electrola's new pop A&R chief July 1. Weidenfeld has been a disk jockey for Radio Luxemburg's German service. He will work with such well-known producers as Otto Dettel, Paul Kuhn, Bocho Lucas, Erich Becht, Walter Haas and Rudi Bendix. As free-lance producer, Kurt Feltz will work for Electrola.

Easy Listening singles and albums. Just-named station manager of the 30,000-watt outlet is Dall Row, Johnny Wallace has been upped to program director. Staff line-up includes Tom Haertel, Bill Leighton and Dean. . . . The Lutheran Church is "reluctantly" joining forces with Britain's pirate radio stations, the Lancelotti Express reports. A weekly radio show—the "Lutheran Hour"—can be heard on Radio 390; it was just squeezed off Radio Luxemburg.

CKKR, a new radio station in Ronetown, Saskatchewan, Canada, needs country music records. Send Pat O'Connor, production manager. . . . Now handling an Easy Listening program on WLBH, Lebanon, Ky., is Jim J. J. J., formerly associated with WEKY, WKNY and WSFC.

VOGUE GOES COMPATIBLE ON ALL PRODUCT

PARIS—All French Vogue EP and LP product is now being produced in compatible form.

Vogue's Charles Delaunay said, "We have done this in response to the demands of record buyers, although the French market for stereo remains relatively limited."

"Sometimes people forget to change their pick-up heads when they switch from mono to stereo and this will eliminate that problem." For at least seven years all French Vogue recordings have been made in stereo and although the incidence of high quality stereo reproductions in France is small, an increasing number of low-cost stereo photographs are appearing on the market.

when answering ads . . . Say You Saw It in Billboard

TOP SELLING R & B SINGLES

★ STAR performer—Sides registering greatest proportions upward progress this week.					★ STAR performer—Sides registering greatest proportions upward progress this week.				
This Week	Last Week	Title, Artist, Label, Mo. & Pub.	Weeks on Chart		This Week	Last Week	Title, Artist, Label, Mo. & Pub.	Weeks on Chart	
1	1	AMT TON PROUD TO BEE	6	★	37	37	SUNNY	2	★
2	3	BARBETOTIE	10		26	27	WHEN A WOMAN LOVES A MAN	6	★
3	4	LET'S GO GET SOMETHING	5	★	27	28	WANG DANCE OODLE	12	★
4	2	COOL JERK	13	★	28	25	COME ON AND SEE ME	5	★
5	4	I'M A ROAD RUNNER	9	★	35	1	I NEED LOVE	2	★
6	5	HOLD ON 'TIL TOMORROW	13	★	30	31	TEENAGER'S PRAYER	4	★
7	6	I'LL LOVE YOU FOREVER	12	★	31	21	NOTHING'S TOO GOOD FOR MY BABY	11	★
8	8	WHEN A MAN LOVES A WOMAN	12	★	40	40	WHOLE LOT OF SHAKIN' IN MY HEART	2	★
9	10	GOOD TIME CHARLIE	5	★	41	41	BABY, IT'S OVER	1	★
10	9	NEIGHBOR	6	★	42	42	LAUNDROMAT BLUES	2	★
11	11	I LOVE YOU 1000 TIMES	12	★	43	43	SOMEWHERE	4	★
12	12	NINETEEN-NINE AND A HALF	13	★	44	44	BAO EYE	1	★
13	13	MY LOVER'S PRAYER	4	★	45	45	BODS ARE MADE TO LOVE	1	★
14	14	IT'S A MAN'S MAN'S MAN'S WORLD	9	★	46	46	I DON'T WANT TO LOSE YOU	1	★
15	15	ON HOW HAPPY	6	★	47	47	TRULY YOURS	7	★
16	16	TAKE THIS HEART OF MINE	4	★	48	48	THAT'S ENOUGH	1	★
17	17	YOU WANTED TOO LONG	9	★					
18	18	JUST A LITTLE MEASURING	3	★					
19	19	LOVING YOU IS SWEETER THAN EVER	3	★					
20	20	WITH A CHILD'S HEART	2	★					
21	21	LOVE IS LIKE AN ITCHING IN MY HEART	9	★					
22	22	IT'S AN UPRIGHT CLIMB TO THE BOTTOM	2	★					
23	23	LET ME BE GOOD TO YOU	9	★					

NEW ACTION R&B SINGLES

Other records registering solid sales in certain markets and appearing to be a week away from meriting a listing on the national Hot R&B Singles chart above. All records on the chart are not eligible for a listing here.

NO NEW ACTION SINGLES THIS WEEK

Billboard SPECIAL SURVEY for Week Ending 7/2/66

TOP SELLING R & B LP's

★ STAR Performer—LP's registering greatest proportions upward progress this week.					★ STAR Performer—LP's registering greatest proportions upward progress this week.				
This Week	Last Week	Title, Artist, Label & No.	Weeks on Chart		This Week	Last Week	Title, Artist, Label & No.	Weeks on Chart	
1	1	LOU RAWLS, LIVE!	10	★	14	13	I HEAR A SYMPHONY	16	★
2	2	CRYING TIME	18	★	15	11	ODDNESS WARRICK IN PARIS	11	★
3	4	UP-TIGHT	6	★	16	17	UNBELIEVABLE	15	★
4	5	WHEN A MAN LOVES A WOMAN	5	★	17	18	MOODS OF MARVIN GAYE	2	★
5	3	SAL ALBUM	9	★	18	18	SOUL CARGO	1	★
6	6	MARTINA AND THE TANGELAS	9	★	19	19	LOVE YOU 1,000 TIMES	2	★
7	7	GOT MY MIND WORKING	17	★	20	20	LOVE YOU 1,000 TIMES	2	★
8	8	SOUL MESSAGE	9	★					
9	9	TOUCH OF TODAY	6	★					
10	10	GOTTA TRAVEL ON	3	★					
11	11	TEMP'TIN' TEMPTATIONS	31	★					
12	12	THE LOVE YOU SAY	9	★					
13	13	GODIN' OUT OF MY HEAD	15	★					

NEW ACTION R&B LP's

Other albums registering solid sales in certain markets and appearing to be a week away from meriting a listing on the national Hot R&B LP chart above. All records on the chart are not eligible for a listing here.

GETTIN' READY
Templations, Gordy 918 (M); SLP 918 (S)
CALIFORNIA DREAMIN'
Bud Shank, World Pacific, WP 1845 (M); WPS 21845 (S)

THE BACK SCRAPE

FRANK FROST

Jewel... Paula

RECORDS

726 LEXING, SHENYUPT, LA
Phone: (313) 422-7132

CHUBBY IS BACK!

HEY YOU! LITTLE
BOO-GA-LOO

PARKWAY
989



CAMEO PARKWAY RECORDS

1650 BROADWAY, New York, N. Y. / 309 SOUTH BROAD STREET, Philadelphia, Pa.



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T1001



T1005



T1010



T1014



T1018



T1024



T1002



T1006



T1011



T1015



T1019



T1025



T1003



T1007



T1012



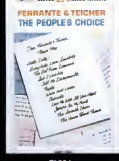
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T1020



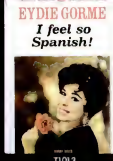
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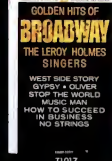
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T1009



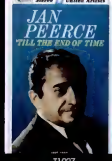
T1013



T1017



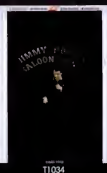
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T1027



T1028



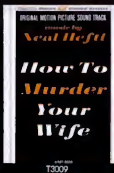
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T1040



T3003



T3009



T5002



T1029



T1035



T1041



T3004



T3010



T5003



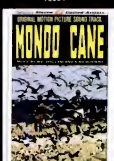
T1030



T1036



T1043



T3005



T3011



T5004



T1031



T1037



T1044



T3006



T3012



T5005



T1032



T1038



T3001



T3007



T3013



T5006



T1033



T1039



T3002



T3008



T5001



T5007

★ **STAR performer**—LP's on chart 15 weeks or less registering greatest proportionate upward progress this week.

Record Industry Association of America seal of certification as million dollar LP's.

Rank	Weeks on Chart	Title, Artist, Label & No.	Rank	Weeks on Chart	Title, Artist, Label & No.	Rank	Weeks on Chart	Title, Artist, Label & No.	Rank	Weeks on Chart	Title, Artist, Label & No.
1	1	WHAT NOW MY LOVE New Albert & The Tijuana Brass, A&M 91 4174 (S)	52	1	MY WORLD Toto, Capitol 91 3442 (S)	87	1	THE BATMAN THEME Jack Teale, RCA Victor 91 3422 (S)	91	1	THE BATMAN THEME Jack Teale, RCA Victor 91 3422 (S)
2	2	IF YOU CAN BELIEVE YOUR EYES AND EARS Manny and the Maytalls, South 91 3440 (S)	60	2	THAT WAS THE YEAR THAT WAS Tom Lehrer, Republic 91 3479 (S)	90	1	THE MORE I SEE YOU/CALL ME Carla Martin, A&M 91 3410 (S)	92	1	THE MORE I SEE YOU/CALL ME Carla Martin, A&M 91 3410 (S)
3	3	THE SOUND OF MUSIC Soundtrack, RCA Victor 91 3440 (S)	59	2	DISTANT DRUMS Joe Raposo, RCA Victor 91 3442 (S)	114	1	JOHNNY'S GREATEST HITS Johnny Mathis, Columbia 91 3410 (S)	115	1	JOHNNY'S GREATEST HITS Johnny Mathis, Columbia 91 3410 (S)
4	4	DR. ZHIVAGO New Albert & The Tijuana Brass, A&M 91 4174 (S)	56	2	THE SOUL ALBUM Eric Burdon, Island 91 3442 (S)	102	2	THE VENTURES The Ventures, Capitol 91 3410 (S)	103	2	THE VENTURES The Ventures, Capitol 91 3410 (S)
5	5	WHIPPED CREAM & OTHER DELIGHTS New Albert & The Tijuana Brass, A&M 91 4174 (S)	55	2	HANG ON RAMSEY! Sammy Davis Jr., Capitol 91 3410 (S)	101	2	DEAR HEART Amy Williams, Capitol 91 3410 (S)	104	2	DEAR HEART Amy Williams, Capitol 91 3410 (S)
6	6	THE SHADOW OF YOUR SMILE Andy Williams, Columbia 91 3410 (S)	54	2	HOW DOES THAT FEEL Newy Staton, Republic 91 3410 (S)	108	2	SEE WHAT TOMORROW BRINGS Sally McCulloch, Capitol 91 3410 (S)	109	2	SEE WHAT TOMORROW BRINGS Sally McCulloch, Capitol 91 3410 (S)
7	7	LOU RAWLS LIVE New Albert & The Tijuana Brass, A&M 91 4174 (S)	53	2	MY NAME IS BARBRA, TWO Barbra Streisand, Columbia 91 3410 (S)	104	2	HOUSTON Doris Day, Capitol 91 3410 (S)	105	2	HOUSTON Doris Day, Capitol 91 3410 (S)
8	8	GOING PLACES New Albert & The Tijuana Brass, A&M 91 4174 (S)	52	2	AND I KNOW YOU WANNA DANCE Barbra Streisand, Columbia 91 3410 (S)	110	2	RAMBLIN' ROSE The Judds, Capitol 91 3410 (S)	111	2	RAMBLIN' ROSE The Judds, Capitol 91 3410 (S)
9	9	WONDERFULNESS New Albert & The Tijuana Brass, A&M 91 4174 (S)	51	2	ROGER MILLER/COLDEN HITS Roger Miller, Capitol 91 3410 (S)	118	2	MUSIC—A BIT MORE OF ME Sally McCulloch, Capitol 91 3410 (S)	119	2	MUSIC—A BIT MORE OF ME Sally McCulloch, Capitol 91 3410 (S)
10	10	PET SOUNDS The Beach Boys, Capitol 91 3410 (S)	50	2	GLORIA Shirley Bassey, Capitol 91 3410 (S)	112	2	HIGHWAY 61 REVISITED Bob Dylan, Columbia 91 3410 (S)	113	2	HIGHWAY 61 REVISITED Bob Dylan, Columbia 91 3410 (S)
11	11	BIC HITS (High Tide and Cruise Capers) Bic Hits, London 91 3410 (S)	49	2	DON'T GO TO STRANGERS Sally McCulloch, Capitol 91 3410 (S)	117	2	THE MARVELLETS' GREATEST HITS The Marvelles, Capitol 91 3410 (S)	118	2	THE MARVELLETS' GREATEST HITS The Marvelles, Capitol 91 3410 (S)
12	12	THE SHADOW OF YOUR SMILE Andy Williams, Columbia 91 3410 (S)	48	2	I STARTED OUT AS A CHILD Sally McCulloch, Capitol 91 3410 (S)	116	2	LIGHTLY LATIN Sally McCulloch, Capitol 91 3410 (S)	117	2	LIGHTLY LATIN Sally McCulloch, Capitol 91 3410 (S)
13	13	SOUL AND INSPIRATION Al Green, Atlantic 91 3410 (S)	47	2	DO YOU BELIEVE IN MAGIC Sally McCulloch, Capitol 91 3410 (S)	125	2	SOUL MESSAGE Michael Jackson, Epic 91 3410 (S)	126	2	SOUL MESSAGE Michael Jackson, Epic 91 3410 (S)
14	14	THE BEST OF THE ANIMES New Albert & The Tijuana Brass, A&M 91 4174 (S)	46	2	FIDDLER ON THE ROOF Sally McCulloch, Capitol 91 3410 (S)	133	2	TRY TOO HARD Sally McCulloch, Capitol 91 3410 (S)	134	2	TRY TOO HARD Sally McCulloch, Capitol 91 3410 (S)
15	15	COLOR ME BARBRA Barbra Streisand, Columbia 91 3410 (S)	45	2	TRINI Sally McCulloch, Capitol 91 3410 (S)	121	2	THINK I'LL GO SOMEWHERE AND CRY MYSELF TO SLEEP Sally McCulloch, Capitol 91 3410 (S)	122	2	THINK I'LL GO SOMEWHERE AND CRY MYSELF TO SLEEP Sally McCulloch, Capitol 91 3410 (S)
16	16	MRS. MILLER'S GREATEST HITS Carol 91 3410 (S)	44	2	LOVE Sally McCulloch, Capitol 91 3410 (S)	131	2	GREAT MOMENTS ON BROADWAY Sally McCulloch, Capitol 91 3410 (S)	132	2	GREAT MOMENTS ON BROADWAY Sally McCulloch, Capitol 91 3410 (S)
17	17	CRYING TIME Newy Staton, Republic 91 3410 (S)	43	2	HITS AGAIN Sally McCulloch, Capitol 91 3410 (S)	131	2	FERRANTE & TEICHER FOR LOVERS OF ALL AGES Ferrante & Teicher, Capitol 91 3410 (S)	132	2	FERRANTE & TEICHER FOR LOVERS OF ALL AGES Ferrante & Teicher, Capitol 91 3410 (S)
18	18	THE YOUNG RASCALS The Young Rascals, Atlantic 91 3410 (S)	42	2	THE BEST OF HERMAN'S HERMITS Herman's Hermits, Capitol 91 3410 (S)	117	2	DECEMBER'S CHILDREN The Judds, Capitol 91 3410 (S)	118	2	DECEMBER'S CHILDREN The Judds, Capitol 91 3410 (S)
19	19	STRANGERS IN THE NIGHT Paul Simon & The Rascals, Columbia 91 3410 (S)	41	2	MARTHA & THE VANDELLAS Martha & The Vandellas, Capitol 91 3410 (S)	129	2	TAKE A LITTLE TIME TO WALK WITH ME The Judds, Capitol 91 3410 (S)	130	2	TAKE A LITTLE TIME TO WALK WITH ME The Judds, Capitol 91 3410 (S)
20	20	MIDNIGHT RIVER Paul Simon & The Rascals, Columbia 91 3410 (S)	40	2	THE MIRACLES GOING TO A CO-CO The Miracles, Capitol 91 3410 (S)	117	2	GRETCH ATKINS PICKS ON THE Gretchen Atkins, Epic 91 3410 (S)	118	2	GRETCH ATKINS PICKS ON THE Gretchen Atkins, Epic 91 3410 (S)
21	21	SOUTH OF THE BORDER New Albert & The Tijuana Brass, A&M 91 4174 (S)	39	2	MARY POPPINS Mary Poppins, Capitol 91 3410 (S)	126	2	THE "POPS" GOES COUNTRY The Pops, Capitol 91 3410 (S)	127	2	THE "POPS" GOES COUNTRY The Pops, Capitol 91 3410 (S)
22	22	THE MOVIE SOUND ALBUM The Movie Sound Album, Capitol 91 3410 (S)	38	2	SOMEWHERE THERE'S A SOMEONE Sally McCulloch, Capitol 91 3410 (S)	130	2	A NEW SOUND FOR YOUR LOVE The Judds, Capitol 91 3410 (S)	131	2	A NEW SOUND FOR YOUR LOVE The Judds, Capitol 91 3410 (S)
23	23	THE LONELY BULL New Albert & The Tijuana Brass, A&M 91 4174 (S)	37	2	WHEN A MAN LOVES A WOMAN Paul Simon & The Rascals, Columbia 91 3410 (S)	120	2	OTIS BLUE/OTIS REDDING SINGS Soul Otis Blue, Capitol 91 3410 (S)	121	2	OTIS BLUE/OTIS REDDING SINGS Soul Otis Blue, Capitol 91 3410 (S)
24	24	RUBBER SOUL The Beatles, Capitol 91 3410 (S)	36	2	BYE BYE BLUES Newy Staton, Republic 91 3410 (S)	122	2	MICHELLE Michelle, Capitol 91 3410 (S)	123	2	MICHELLE Michelle, Capitol 91 3410 (S)
25	25	BALLADS OF THE GREEN BERTS The Green Berts, Capitol 91 3410 (S)	35	2	MUSIC—A PART OF ME Sally McCulloch, Capitol 91 3410 (S)	127	2	SHE'S JUST MY STYLE Sally McCulloch, Capitol 91 3410 (S)	128	2	SHE'S JUST MY STYLE Sally McCulloch, Capitol 91 3410 (S)
26	26	THE SINGING NUN Sally McCulloch, Capitol 91 3410 (S)	34	2	CHOICE Sally McCulloch, Capitol 91 3410 (S)	130	2	THE KATE SMITH ANNIVERSARY Album Kate Smith, Capitol 91 3410 (S)	131	2	THE KATE SMITH ANNIVERSARY Album Kate Smith, Capitol 91 3410 (S)
27	27	DAYDREAM Sally McCulloch, Capitol 91 3410 (S)	33	2	WOMAN Sally McCulloch, Capitol 91 3410 (S)	140	2	GOTTA TRAVEL ON Sally McCulloch, Capitol 91 3410 (S)	141	2	GOTTA TRAVEL ON Sally McCulloch, Capitol 91 3410 (S)
28	28	COT MY MOJO WORKING Sally McCulloch, Capitol 91 3410 (S)	32	2	MAN OF LA MANCHA Sally McCulloch, Capitol 91 3410 (S)	134	2	LOVE THEME FROM THE FLIGHT OF THE PHOENIX Sally McCulloch, Capitol 91 3410 (S)	135	2	LOVE THEME FROM THE FLIGHT OF THE PHOENIX Sally McCulloch, Capitol 91 3410 (S)
29	29	THE DAVE CLARK FIVES GREATEST HITS The Dave Clark Fives, Capitol 91 3410 (S)	31	2	MAINTOVANI MAGIC Mantovani, Capitol 91 3410 (S)	149	2	THE LONELY THINGS Sally McCulloch, Capitol 91 3410 (S)	150	2	THE LONELY THINGS Sally McCulloch, Capitol 91 3410 (S)
30	30	A TOUCH OF TODAY Newy Staton, Republic 91 3410 (S)	30	2	UP TIGHT Sally McCulloch, Capitol 91 3410 (S)	135	2	HEY! LET'S PARTY Sally McCulloch, Capitol 91 3410 (S)	136	2	HEY! LET'S PARTY Sally McCulloch, Capitol 91 3410 (S)
31	31	FRANKIE AND JOHNNY Frankie & Johnny, Capitol 91 3410 (S)	29	2	SUPREMES LIVE AT THE COPA The Supremes, Capitol 91 3410 (S)	140	2	OUT OF OUR HEADS Sally McCulloch, Capitol 91 3410 (S)	141	2	OUT OF OUR HEADS Sally McCulloch, Capitol 91 3410 (S)
32	32	SPANISH EYES Al Martino, Capitol 91 3410 (S)	28	2	THE BLUES PROJECT LIVE AT THE Cafe Au Go Go The Blues Project, Capitol 91 3410 (S)	139	2	YOU WERE ON MY MIND Sally McCulloch, Capitol 91 3410 (S)	140	2	YOU WERE ON MY MIND Sally McCulloch, Capitol 91 3410 (S)
33	33	THE SONNY SIDE OF CHEER Sonny, Capitol 91 3410 (S)	27	2	I'LL REMEMBER YOU Sally McCulloch, Capitol 91 3410 (S)	138	2	HAVING A RAVE UP THE YARDBIRDS The Yardbirds, Capitol 91 3410 (S)	139	2	HAVING A RAVE UP THE YARDBIRDS The Yardbirds, Capitol 91 3410 (S)
34	34	THE WONDROUS WORLD OF SONNY & CHEER Sonny & Cher, Capitol 91 3410 (S)	26	2	WHEN YOU'RE IN LOVE THE WHOLE WORLD IS JEWISH Sally McCulloch, Capitol 91 3410 (S)	136	2	HERE THEY COME Sally McCulloch, Capitol 91 3410 (S)	137	2	HERE THEY COME Sally McCulloch, Capitol 91 3410 (S)
35	35	JUST LIKE US! Paul Simon & The Rascals, Columbia 91 3410 (S)	25	2	HERE I AM Sally McCulloch, Capitol 91 3410 (S)	135	2	HERE THEY COME Sally McCulloch, Capitol 91 3410 (S)	136	2	HERE THEY COME Sally McCulloch, Capitol 91 3410 (S)
36	36	SOUNDS OF SILENCE Simon & Garfunkel, Columbia 91 3410 (S)	24	2	MY FAIR LADY Sally McCulloch, Capitol 91 3410 (S)	134	2	LOUIE LOUIE Sally McCulloch, Capitol 91 3410 (S)	135	2	LOUIE LOUIE Sally McCulloch, Capitol 91 3410 (S)
37	37	THE BEST OF RONNIE DOVE Ronnie Dove, Capitol 91 3410 (S)	23	2	GREATEST HITS Sally McCulloch, Capitol 91 3410 (S)	133	2	ON A CLEAR DAY YOU CAN SEE FOREVER Sally McCulloch, Capitol 91 3410 (S)	134	2	ON A CLEAR DAY YOU CAN SEE FOREVER Sally McCulloch, Capitol 91 3410 (S)
38	38	TUJANA BRASS New Albert & The Tijuana Brass, A&M 91 4174 (S)	22	2	WHERE THE ACTION IS! Sally McCulloch, Capitol 91 3410 (S)	148	2	TEN GOLDEN YEARS Sally McCulloch, Capitol 91 3410 (S)	149	2	TEN GOLDEN YEARS Sally McCulloch, Capitol 91 3410 (S)
39	39	BOOTS Newy Staton, Republic 91 3410 (S)	21	2	I REMEMBER YOU Sally McCulloch, Capitol 91 3410 (S)	145	2	NAME Sally McCulloch, Capitol 91 3410 (S)	146	2	NAME Sally McCulloch, Capitol 91 3410 (S)
40	40	I HEAR A SYMPHONY Sally McCulloch, Capitol 91 3410 (S)	20	2	CO WITH THE VENTURES Sally McCulloch, Capitol 91 3410 (S)	144	2	THE FOUR TOPS SECOND ALBUM The Four Tops, Capitol 91 3410 (S)	145	2	THE FOUR TOPS SECOND ALBUM The Four Tops, Capitol 91 3410 (S)
41	41	WHY IS THERE AIR? Sally McCulloch, Capitol 91 3410 (S)	19	2	MY NAME IS BARBRA Barbra Streisand, Columbia 91 3410 (S)	143	2	SOLID GOLD SOUL Sally McCulloch, Capitol 91 3410 (S)	144	2	SOLID GOLD SOUL Sally McCulloch, Capitol 91 3410 (S)
42	42	SEPTEMBER OF MY YEARS Frank Sinatra, Capitol 91 3410 (S)	18	2	OUR HERO Sally McCulloch, Capitol 91 3410 (S)	142	2	BYE BYE BLUES Sally McCulloch, Capitol 91 3410 (S)	143	2	BYE BYE BLUES Sally McCulloch, Capitol 91 3410 (S)
43	43	I WANT TO GO WITH YOU Sally McCulloch, Capitol 91 3410 (S)	17	2	WAYNE NEWTON—NOW! Wayne Newton, Capitol 91 3410 (S)	141	2	THE BEST OF THE RICHIE BROTHERS The Richie Brothers, Capitol 91 3410 (S)	142	2	THE BEST OF THE RICHIE BROTHERS The Richie Brothers, Capitol 91 3410 (S)
44	44	MOONLIGHT SINATRA Frank Sinatra, Capitol 91 3410 (S)	16	2	ZORBA THE GREEK Sally McCulloch, Capitol 91 3410 (S)	140	2	TIPPY TOING Sally McCulloch, Capitol 91 3410 (S)	141	2	TIPPY TOING Sally McCulloch, Capitol 91 3410 (S)
45	45	THE 4 SEASONS CHILD & JEREMY HITS The 4 Seasons, Capitol 91 3410 (S)	15	2	MY CHERIE Sally McCulloch, Capitol 91 3410 (S)	139	2	PLAY ONE MORE Sally McCulloch, Capitol 91 3410 (S)	140	2	PLAY ONE MORE Sally McCulloch, Capitol 91 3410 (S)
46	46	HOLD ON Sally McCulloch, Capitol 91 3410 (S)	14	2	TURN! TURN! TURN! Sally McCulloch, Capitol 91 3410 (S)						
47	47	BILL COSBY IS A VERY FUNNY FELLOW, RIGHT? Bill Cosby, Capitol 91 3410 (S)	13	2	THE KINK CONTROVERSY The Kinks, Capitol 91 3410 (S)						
48	48	A MAN AND HIS MUSIC Frank Sinatra, Capitol 91 3410 (S)	12	2	ANDY WILLIAMS' NEWEST HITS Andy Williams, Capitol 91 3410 (S)						
49	49	THE BEST OF CHAD & JEREMY Chad & Jeremy, Capitol 91 3410 (S)	11	2	LITTLE WHEEL SPIN AND SPIN Sally McCulloch, Capitol 91 3410 (S)						
50	50	TIME WON'T LET ME Sally McCulloch, Capitol 91 3410 (S)	10	2	DIANNE WARWICK IN PARIS Dianne Warwick, Capitol 91 3410 (S)						

Starting to sell like
Autumn Leaves!

Roger Williams'

latest single,

Lara's Theme.

(Somewhere, My Love)
K-738



It's going to sell even faster
when Roger Williams
appears on CBS' John Gary Show
on June 29th.



KCL-1479

Hear Lara's Theme from "Dr. Zhivago"
on Roger Williams'
hit album, "I'll Remember You."

KCS-5470



Thank You,



*We're moved over the fact that our Pet Sounds
brought on nothing but **Good Vibrations**—*

IFPI Seeks Major Changes in Royalty Agreement With BIEM

Playboy Sets Exchange Policy

• Continued from page 1

to seek a more suitable basis for royalty assessment.

The move was approved at this year's IFPI council meeting at Tel Aviv.

The move has since been put to BIEM by a delegation led by the IFPI's new president, James Gray, a director of British Decca, with representatives from France, Italy, Finland, Denmark, Belgium, Holland and the United Kingdom.

As outlined by director-general Stephen Stewart, the IFPI case rested on the fact that manufacturers were rapidly losing control of retail prices. In some countries, even suggested prices might be illegal.

Manufacturers could not afford to pay a royalty on records not received. The total BIEM royalty of 8 per cent a disk,

with discounting, could rise to as much as 14 per cent of what the public paid. In more than two-thirds of the world market there were compulsory licensing fees. In each case it was lower than 8 per cent of retail price.

Cutting Crows

With price cutting growing on the U.S. pattern, the real royalty proportion of manufacturers' revenue was growing much higher. There was evidence that the authors and publishers' share was exceeding the manufacturers' profit by as much as seven to one.

Certainly as author-publisher income from records was rising, manufacturer profit was falling. An author's work was essential to the record company and equitable remuneration was not being challenged. But market conditions had to be reflected

in a fair division. Another basis, therefore, had to be found.

Possibilities

Three possibilities were suggested. Basing the amount on manufacturers' invested prices or alternatively on the time of performance of recorded music was both rejected by the BIEM committee.

The third IFPI suggestion was that manufacturers should pay on the average retail price realized. This would involve a third party, the public, coming between the principals, the manufacturers and author-publishers. This was not rejected.

BIEM agreed to put the matter to its various national committees. It was realized that it might be necessary to make changes, however, and BIEM has formed a working party to produce its own solution to the problem by the end of the year.

Playboy Sets Exchange Policy

LONDON—An Anglo-American entertainment policy has been set for Europe's first Playboy Clubs which opened here this week. Music forms the basic entertainment in four of the club's main rooms.

All the musical groups will be British, but many of the featured artists brought in from the U.S. will be those already working there. The latter will be offered dates at the British club.

LaVerna Baker is the opening headliner of the main show, the kitchen, the Playroom. She will be joined by the Morgan James Duo and the Curtis and Tracy Quartet, with the resident Bob Layzell Quartet. The Playroom will operate on the basis of three shows a night with four at weekends.

In the VIP Room, Atlantic Records' Bobby Short is the opening attraction. Resident will be the Don Revue Quartet.

The Living Room discotheque will feature local beat groups with records. The Majority is the first resident unit with name groups scheduled for Sunday nights. The Alan Clare Trio will be featured in the Playmate Bar.

The acts are being booked by Les Farrell of Talent Associates, a London agency.

Bookings have already been made well into the new year. U.S. performers set include Teddi King, Barbara Gutterman, Gloria Loring and Ruth Brown. Local acts include Tony Tanner, Jackie Edwards, and Pepe Jaramillo.

The London club, situated in Park Lane, is in a new 10-story building. Lavishly furnished by the firm of Bunnies (some trained in Chicago), Mammoth publicity had recruited 20,000 members ahead of the July 1 opening. Hugh Hefner was due in during the previous week while a series of special preview parties were held.

IFPI Strengthens Global Image

LONDON—With the admission of the Latin American Federation of Phonographic Producers, the International Federation of the Phonographic Industry now active in all important world markets outside the U.S. and Canada.

Dr. Henry Jensen, Brazilian secretary-general of LAFFP, is currently in London for talks with IFPI director-general Stephen Stewart.

They are a prelude to Paris meetings with BIEM to set up standard contracts for South America, where present royalty payments vary from country to country.

LAFFP affiliation was ratified at this year's meeting of the federation council in Tel Aviv—the first held outside Europe.

It brings into the IFPI orbit a further 50 records manufacturers operating through national groups in 11 countries. LAFFP will also send delegates to the IFPI general meetings. The next one is scheduled to be held in France, probably Paris, next May.

300 Companies

IFPI membership now exceeds 300 companies. Almost every country outside the iron and bamboo curtains is represented. Ten U.S. firms are members, although all producers collaborating on a global scale benefit from federation activity.

Formed in 1933 to establish legal protection for record producers under national laws, IFPI and its 23 territorial groups are recognized as speaking for

record producers by governments and such organizations as UNESCO, the Bureau for the Protection of Intellectual Property and the International Labour Organisation.

IFPI campaigning on a global basis for adequate legislation to prevent unauthorized copying or pirating of records and compensation for both manufacturer and artist by broadcasters and other users.

The federation's negotiations with anti-piracy societies has led to large standard contracts. These make the protected repertoire of publishers available to the record industry on equal terms.

Most important of these is with BIEM and is currently up for major revisions (see separate story).

French Girls Compete as New Piaf

By MIKE HENNESSEY

PARIS—Following the public war among the French male idols, the record scene is now being enlivened by a new battle on the distaff side, with Mireille Mathieu (Barclay) and Georgette Lemaire (Philips) vying as the new Edith Piaf.

This gloves-off, no-punches-pulled type of promotion battle has been entirely new facet of the French pop scene, but the signs are that it will be here for some time as the record companies fight to build super-stars from native talent.

The fantastic runaway success of Yvette's long-haired oracle, Antoine, started it all. Anti-Antoine operations were mounted by Johnny Hallyday, Ronnie Bird and CBS's publicity specimen, Edouard (Jean-Michel Rivat).

And now the success of Mireille Mathieu has produced reprisals from Philips who are boosting Georgette Lemaire's claims to be the new Piaf by a big promotional campaign.

Concepts Set

An intensive sequence of concerts in and around Paris—sometimes four in a day—has been arranged for Miss Lemaire

to stimulate the interest of the vast numbers of the French who appreciate Piaf-style songs.

Meanwhile, the latest round in the battle between Antoine and Edouard has resulted in a points win for Edouard, some weeks ago Antoine, through Vogue record company, demanded the seizure of Edouard's Paris headquarters on the grounds of plagiarism.

The court ruled on May 9 that the Disco-France factory at Saussay must cease pressing the Edouard disk.

An appeal from Edouard, however, has not succeeded. The seizure order has been revoked and the CBS disk is once again in production.

'Bicycle' Rights

NEW YORK—Ruby Fisher of New York Records has sold the international rights to "Last Bicycle to Brussels," recorded by the Ondine Band, Hansa Records will release the record in Germany. EMI "Statenside" in Italy, and London Records in the United Kingdom and other parts of Europe. Fisher is negotiating with a local manufacturer to distribute the disk in the U.S., Canada and Mexico.

FRENCH FIRMS FOLLOW PHILIPS IN PRICE CUTTING

PARIS—Although other record companies were skeptical when Philips slashed all LP prices by a third five months ago, more and more disk firms here are jumping on the cut-price band wagon with LP's retailing at 19F 95 (just under \$4).

Vogue has launched a "Lotus" series at this price and includes the albums of its latest hot property, Antoine; Pathe-Marconi has just produced a series of 40 albums at the new price; Barclay has a new cut-price LP series called "Flash," and Festival is also following suit.

Philips judges this as proof that their original initiative has been successful and, in any case, they claim that sales of their LP's have tripled.

This week, Georges Meyerstein-Maigret, president director-general of Philips France, and Jean-Luc, program director of Radio Luxembourg, were present when Philips' star Claude Nougaro presented the key to a new automobile to the first-price winner of the Philips 19,95 contest—a competition launched in conjunction with the price cut.

Almost 65,000 persons entered the contest which offered 1995 prizes and was also promoted by Radio Luxembourg.

Clubs Going Bon Bon The 'Cuntry Look'

COLOGNE—A cowboy rode languidly down the main street, his lasso hung on to his saddle. A. U. S. marshal huddled with a group of Sioux Indians outside his clapboard office. In the saloon, a gambler checked his guns.

This "frontier" was on the Rhine River just outside Cologne. Playing "Wild West" is the hobby of thousands of Germans. There are 80 Western clubs in West Germany now, and every club has its own members inside its home city to which members bring in their free time to play frontiersmen.

Delegates from these 80 Western clubs will meet in Cologne for their "16th Indian Council," this one being held under the "sign of the Dakotas."

These Western clubs are credited with having helped foster the enthusiasm for country music in Germany. Along with boots, levis, buckskin jackets and Indian headbands, country music is a prime ingredient of playing Wild West in Germany.

Some German record shops have obliged to establish special country music departments solely to serve the needs of Western clubs cities like Frankfurt, Munich and Cologne. Nearly every German city has one or more Western stores which equip the weekend Teutonic redskin and frontiersman. Some of these Western emporiums, too, operate country record departments.

The popularity of the Western clubs has caused West German record companies to (Continued on page 42)

MFP Off to Fast Start

DUBLIN—The low-priced disk market here was highlighted when Music for Pleasure started their campaign by launching the LPs at a reception at the Royal Hibernian Hotel that was attended by about 30 dealers. The immediate result of publicity following the launching was orders for 10,000 albums.

The Irish distribution of Music for Pleasure is being handled by Hely, Ltd., part of the Hely Group, one of the country's

foremost wholesale and retail companies. Among those present were general manager Arnold Komar, press officer Terry Burram and director Richard Baldwin. Dublin dealers are giving the albums excellent window display and there's an extensive newspaper advertising.

Said a spokesman for MFP: "We're hoping that the number of retail outlets will continue to reach 200. Our aim initially is to sell 100,000 disks in the next year."

FROM THE MUSIC CAPITALS OF THE WORLD

LONDON

Delays' highly acclaimed recording of Mahler's "Des Knaben Wunderhorn" has been issued to Capitol for the U. S. It will be released on Angel in November, negotiated for distribution by the still active in progress. The LP features Janet Baker, Geraint Evans and the London Philharmonic Orchestra conducted by Wya Morris. It was produced by the British label's owner, Iestyn Iestyn. . . . Publisher Philip Solomon, an owner of Radio Caroline, has been discussing forming a record label named after the station, with British indie. . . . Marty Erlichman, Martin Bergman and Richard Roemer have now registered three British music companies—EMMANUEL, Jem and Kiki. . . . A play written by Manfred Mann group singer Paul Jones with his wife Sheila MacLeod was televised by the BBC June 29. . . . Petula Clark is using continental guests in her BBC-TV series—lastest here was Raphael (Hispania, Spain). . . . Pye released an EP by Digno Garcia (Paleta) to tie with his cabaret season here. . . . United Artists feted Jordan Christopher. . . . Lou Adler, Dunhill president, and publicist Andy Wickham were here riding RCA promotion of the Mann's and the Page's Terry Melcher was also in the party. . . . Fausta Crizoli of Original Sounds Records, Harwood, was here seeking repertoire from EMI for her oldies-but-goodies line. She left for calls in Belgium, Germany and Italy.

Jack Ravenstock, Fontana manager at Philips, left for three weeks in Argentina as well as attending a meeting in Chicago, he visits New York, Los Angeles, San Francisco and Nashville. . . . On licenses, including World Pacific, Vanguard and Vee-Jay. Before leaving, Ravenstock calls on a Fontana European a/c conference attended by executives from France, Germany, Holland, Scandinavia and Italy. . . . Ember Records' managing director Jeff Kruger got back this week after a trip to Amsterdam. . . . Vee-Jay (Milan), the French song contest at Antibes and Pathe-Macroni, Paris. . . . Les Reed, composer-arranger, visiting New York. . . . Frank Barsiliani booked the Fortunes from Terry King a four-week U. S. tour in the autumn. . . . Touring West Africa from the end of the month—Denny Williams (EMI). . . . Simon Napier-Bell is recording the Chris Barber Jazzband for a top single. Barber is now with EMI for most of the world. Napier-Bell is also discussing production deals with U. S. artists. He will be in the U. S. Aug. 1 with the Yardbirds on the group's 16-day East Coast to Honolulu tour. Yardbirds Music has been placed with Robbins for the U. S. and PD & H. For the rest of the world.

After having CBS staff spread over four buildings in central London, Ken Glancy finally got everything under one roof last week, moving into a new four-story building in Theobald's Road. The British Standards Institution has published new standards for record players, amplifiers and loudspeakers for use in school. . . . To help the switch to independent distribution July 1, EMI prepared a particularly strong classical release including Otto Klemperer's two-LP version of "Missa Solenne". . . . The Beatles failed to hit No. 1 with "Paperback Writer" in its initial week—the first time in three years and eleven releases. Brian Epstein is claiming a 500,000 sale, however. The group did a spot on BBC's "Top of the Pops" as additional promotion. It was its first live TV show in a year. . . . Ember Records, a leading British indie, goes into the stereo market this month with two soundtracks—"Russian Adventure" and the Leningrad Ballet's "Sleeping Beauty," both obtained from Roulette. . . . After hitting a good

album sales last summer, CBS has launched a new "Swing Into Summer" campaign, running until the end of August. Twelve LPs are being promoted mainly from the catalog, but with Barbara Streisand's "Color Me Barbara" due for release at an unspecified time within that period.

John Culshaw, Decca's classical a/c manager, was awarded an OBE in the Queen's annual summer honors list. An OBE went also to Anna Loutsova, BBC record program chief. Recording artists, opera singer Amy Shuard (OBE's) and organist Reginald Dixon

(MBE), Composer Michael Tippett received a knighthood. An MBE—which the Beatles were awarded last year—also went to BBC-TV producer George Innes, who launched the "Black and White Minstrel Show." LPs from the series have exceeded 2 million sales, and the London stage version has just set a new British record for the greatest number of performances of a musical. DON WEDGE

LOS ANGELES

The beach at Newport Dunes in Orange County is used by local rock 'n' roll bands as a training ground on weekends. Two hand shells are used by teen-age groups which pull up in their cars, unload their amplifiers and blast away, drawing crowds and providing dance music. . . . Seaton Records has been formed in Northridge,

with David Seiden general manager. Debut disk is "Teen Age Lovers" and "Graduation Breakup" by the Scott Brothers. Seiden says the new label will emphasize teen products. It's address is 8442 Wilbur Avenue. . . . Promoter Tim Gayle is working on the kids' teen group from Auburn, N. Y., who appear on the Chroma label. He is also looking to place Boots Hill's Capa single from Mobile, "Thank You Very Much." . . . Warner Bros. films has commissioned Leonard Roseman to write the score for "A Covenant With Death," and the husband and wife team of Alan and Marilyn Bergman to compose the title song for "Any Wednesday," for which George Dunham is writing the score.

Crescendo Records has released a spoof LP on talk radio titled "Turn Down Your Radio." Creator of the package is Broadway and veteran radio scribe Bill Manhoff. A cast of six actors was taped live

before an L.A. audience in nine situations revolving around people chatting with phone jockeys. Gene Norman, Crescendo's president, visualizes D's with programming autonomy playing cuts from the package of shows with a comedy touch including in the gentle kidding of conversation radio. . . . Liberty has released the ballad of "Danny Fernandez," a tribute to the 21-year-old Army specialist who fell on a grenade and saved the lives of 19 buddies. The story of the Los Lunas, N. M. soldier is told by Eddy Harrison, an unknown writer from Menlo Park. N. M. Harrison came to California to audition the tune for Liberty's a/cr man Dallas Smith who dug the idea. . . . The Phantoms have cut the title tune from the film "Come On, Let's Live a Little," for Art Brumley's Colonial label. The picture breaks in July. . . . Kay Starr opened the Century

(Continued on page 42)

Take a real close look. We are proud of this original microphone used by so many top recording artists. Now, like any successful product, it is being copied in appearance. However, there are any number of top performance characteristics, which we doubt can be duplicated, which will continue to make the D-24E first choice of foremost entertainers as well as recording and broadcast engineers.

The D-24E boasts a wide and smooth frequency response (an individually plotted frequency curve is supplied with each unit); no popping nor harshness, plus above average cardioid characteristics to guard against feedback.

Write for details or see your local dealer today. He will show you many more advantages.

COME ON, TAKE A CLOSER LOOK



One step removed, the D-119ES provides similar characteristics such as good cardioid and freedom from popping. It may be connected directly to any amplifier—high or low impedance. With on-off switch.

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Entries for the Rose de France Song Festival

Antibes, June 23-25

Song	Singer	Composer	Publisher	Record Company
"Cette Chanson La"	Colette Chevro	Colette Chevro Jean Noel Favreau	A.M.I.	Festival
"Tour de Ma Belle"	Hayra	Hayra, Paul Feslan	A.M.I.	Barclay
"Ma Chanson"	Michél Mallory	Michél Mallory	Beuscher	Riviera
"Le Mal de Toi"	Anne-Marie Michel	Roger Dumas J. J. Debout	Breton	Barclay
"Ce Que Je Suis"	Valérie Lagrange	Colette Rivat Simon Saguy	Chappell	Philips
"Goulante 67"	Minouche Barelli	Henri Contet Aime Barelli	Chappell	CBS
"Claude"	Eric Charden	André Pascal Eric Charden	Concorde	Decca
"L'Amour C'est Toi, C'est Moi"	Jacques Dorlent	Jacques Dorlent Henri Cruse Pierre Sarda Michél Jourdan	Concorde	Decca
"Pourquoi Pas Toi, Pourquoi Pas Moi?"	Laurencia	Robert Vincent Charles Level	Carrousel	Vogue
"Plus Fort Que Le Vent"	Yves Rose	J. Jais H. Green	Carrousel	Polydor
"Trois Roses Rouges"	Aldo Killy	Pierre Cour J. C. Annoux	Eco Music	Pathe-Marconi
"J'ai Regarde"	Noelle Cordier	P. Bontempelli	Eco Music	Festival
"Mon Amour"	Jocelyne Jossia	J. M. Riviere Gerard Bourgeois	Eco Music	Vogue
"Est-ce Que Tu Sais?"	Ilana Rovina	P. Delanoe Michél Colombier	Essex	A-Z
"Un Jeun l'Amour"	Lee Chamberlin	J. M. Rivat F. Fumiere	Essex	Festival
"Cœur de Varsovie"	Jacqueline Dulac	Eddie Marnay Eddie Adams	Editions Associes	Decca
"Depuis Que je t'Aime"	Ken Venturi	Eddie Marnay Eddie Adams	Editions Associes	Philips
"Pourquoi Pas Nous?"	Line and Willy	Françoise Dorin Henri Graduat	Meridian	Vogue
"Love Me, Please Love Me"	Michél Polnareff	Franck Gerald M. Polnareff	Meridian	A-Z
"Je t'Aime Pour ça"	Henri Tachan	H. Tachan J. P. Rouzeau	Nouvelle Editions Barclay	Barclay
"Eurydice et Orphée"	Eric Monty	M. Jourdan J. Monty J. Revaux	Nouvelle Editions Barclay	Barclay
"Le Visage de l'Annee"	Michél Sardou	Patrice Lafont Jacques Revaux	Nouvelle Editions Barclay	Barclay
"La Bague"	Nelly Perrier	H. Ithier G. Gustin	Palace	Barclay
"Avec Toi"	Alice Dona	J. Demany A. Dona	Pathe-Marconi	Pathe-Marconi
"Le Jour ou Tu Sauras"	Theo Sarapo	C. Fontane	Pathe-Marconi	Pathe-Marconi
"Si jamais tu t'en Vas"	Simone Langlois	Franck Gerald	Rideau Rouge	Pathe-Marconi
"Quand on Aime Comme on s'Aime"	Michél Delpech	Claudine Daubray Roland Vincent	Sugar Music	Festival
"Il Est Venu"	Thura	Charles Level Roland Vincent	Sugar Music	CBS
"Valérie"	Olivier Sorel	Olivier Sorel	Vogue International	Vogue
"J'aime Les Trois"	Alain Gera	A. Gera Benito Merlino	Vogue International	Vogue

FROM THE MUSIC CAPITALS OF THE WORLD

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NEW YORK

Robert and Richard Sherman have teamed with Walt Disney Productions for a seventh year on a non-exclusive basis. They've just finished the score for Disney's "The Happiest Millionaire." Jeffrey Gorney, a member of Billboard's top 100, is taking a two-month leave of absence to appear with the NYU Summer Theater, a repertory company based at Sterling Forest, N.Y. He's been cast for "Look Homeward Angel," "Enter Laughlin," "The Lark," "Taming of the Shrew,"... Epic's Enzo Stuarti has a July 4-10 date at the Lyric Club in Glastonbury, Tex.... Allen Klein and Andrew Loeb Oldham, producers of the Rolling Stones' film "Only Fools Live," have signed Keith Waterhouse and Willis Hall to

write the screenplay.... The Toys have been set for a cafe stint in Revere Beach, near Boston, for a week starting July 4.... Anthony Ray & the Imperials will be headlined on Bruce Morrow's TV special for ABC, which will be taped at Palisades Amusement Park on July 26.... Mott Kork III, now recording under the Kuma Sutra banner, set for three weeks at the new Mod Club in Southampton, L.I., starting July 20.... Jerry Vale goes into the Lido Beach Hotel, Long Island, on July 4.... Singer Jill Sheckler will play eight upper-New York State resort dates for booker Charles Rapp.... MGM's Johnny Tillotson, who did the July 4 attraction at Grossinger's in Ferndale, N.Y.... Music, Music, Music has signed an exclusive agreement with Shimko in Japan for its entire catalog.... Mark Century has formed a new music service, Century Music, to supply a catalog of original background music for industrial films, presentations, sales promotions and training films.... Fred Fox, president of Sam Fox Publishing Co., in Europe to discuss placement of publishing rights for "Man of La



MANFRED MANN signs a contract with Philips Records in London after switching the affiliation of the Manfred Mann group from EMI. Taking part in the signing are publisher Gerry Brun, right, manager of the group, and Jack Baverstock, Fontana manager at British Philips.

Mancha" and "Brigadoon," which will be an ABC-TV special this fall. He's accompanied by Ralph Satz, firm's editor in chief.... Tim Gayle, promotion man on the radio, working out a deal with Frank Maccedola and Fred Imhoff of Auburn, N.Y., owners of Chroma Records, to do further exploitation on the Kids, a pre-teen group.

Natasa Siera, executive director of the American Guild of Authors & Composers, made a trip to California to explain to AGAC's staff the Guild's push for copyright reform, its data processing program, and the 55th anniversary ball, to be held in New York's Plaza Hotel on Oct. 26.... Paul Anka in Rome for a series of recordings for RCA International.... The Supremes will make their return appearance at the Copacabana May 11-24, 1967.... Atlantic Records issuing Johnny Nash's "Somewhere," which was originally released on the Joda label....

The Only Ones, Long Island Sound, N.Y., which appeared recently in Trade Heller's in Greenwich Village, will go out on tour shortly.... Columbia Records' Dave Taylor will be on John Gary's CBS-TV show on July 20. She'll sing "I believe You're in Love With Me," her new single release.... The Standells will join the Rolling Stones at the Forum Halls Stadium concert on July 2.... Paul Tanenbaum has been made a member of the National Board of Trustees of the Academy of Television Arts & Sciences.... The Perso-Albino, which includes Sam & Dave, Fatti La Belle & the Bluebelles, Perry Sledge, Garth Hudson, Mitty Colliver, Jerry Carr, and the Overtones, on a tour of 461 nightclubs until Aug. 8....

Phil Walden's artists' management agency recently signed Knight Brothers, on Chess Records; Johnny Taylor, on Stax; the Perso-Albino, on Chess; Perry Sledge, on Atlantic; Dee Brown & Lola Grant, on Sufire, and the Kelly Rowland, on Simmas.... Kathy Dee, back from her recent trip to Thule Air Force Base in Greenland, is the only girl to become a member of the exclusive Knights of the Blue Nose.... Singer Dale Gribble, who made his recording debut on Twirl Records with "Crash of Silence," has been signed to RCA's RCA Victor label.... The Redding Show, which includes the Town of London and La Dolce Vita in Newcastle, England, is scheduled to appear on a weekend dancing throughout the summer at the Waldorf-Astoria's Palm Court.... The Velvet Underground & Nico, who've been signed to MGM, has signed publicist William Kermitt Smith.... Chaco A. de la Panama has been named West Coast director for John Springer Associates.... Al Velasco will be at the Freeman Hotel, Las Vegas, during July.... The Kiss Sisters will appear at the Palmer House in Chicago until July 19.... Mother of songwriter/publisher John Marks died on June 19.

MIKE GROSS

Iramac Into The Pop Field

PARIS—Iramac will shortly produce pop disks in France. Aurele Samana, chief of Iramac dance, is currently signing artists to the label which made its debut in France only five months ago.

Iramac—the International Recording and Management Artists Company—was created in Holland seven months ago with a modest catalog of 12 mini LP's of classical recordings by Han de Vries, Jean Decroos, Theo Olof, Yi-Kwei Sze and others.

Companies are now established in Switzerland, Germany, France and Great Britain. The mini LP's—all compatible—are pressed by Ariola in Germany. For the moment, classical repertoire is recorded in Holland but the popular material will be recorded in France. Iramac has its own recording system in France and is currently putting out two classical mini LP's a month.

The parent company in Holland also makes films of musical performances for television, including a series in color presented by Yehudi Menuhin.

Dines, EMI Executive, Is Dead at 70

LONDON—Laurence Dines, 70, EMI supervisor for Germany, Holland, Austria and Switzerland, died June 17 after a long illness. He was due to retire this week.

Dines had been with EMI 50 years, at first in publicity. He moved into the overseas department during World War II, and afterwards played a prominent part in getting the record companies moving in Europe.

He had a particularly close collaboration with Gerry Cord in building up EMI's Dutch affiliate, Bovera. Cord and Dr. Ladislav Veder, head of EMI's German subsidiary Electrola, were trying in for the funeral. Jacques Beviere, former general manager of EMI's Belgium company, has taken over as supervisor for Switzerland and Austria.

'Country Look'

• Continued from page 40

man radio networks to increase their country programming.... only to meeting competition from the U.S. military's Armed Forces Network. AFN programs were trying to do the same, but a big listening audience among the Germans as well as U.S. military families.

The Western clubs not only have attracted sales of country music, but have created a demand for country in the original English version.... This is due largely to the influence of the Western clubs, which strive, with Teutonic thoroughness, for absolute authenticity.

While Teutonic Western artists are flourishing, it is true nevertheless, that the true Teutonic frontiersman demands original country product.

JULY 2, 1966, BILLBOARD

ARGENTINA

*Denotes local origin

This Week	Last Week	Title	Artist
1	3	GIRL—The Beatles (LP) (Capitol)—Los Ines (CBS); 'Los Vips' (Las Nubes); 'Pequeño Di Capri' (Odeon)—Fermata	
2	2	SIFRIDE TE RECORDARE—'Vaco Mito' (Odeon)—Kern	
3	4	JUANITA BANANA—The Pisco (Mercury); Juan Pisco (Mercury); 'Fiebre Tronchero' (CBS); 'Los Halls' (Dea Jockers); 'Los Corvones' (Edison)—Edison	
4	1	MANUEL BENITEZ 'EL CORDEONERO'—Dolores (Duc Jockers); Frank 'Foulet' (Odeon); 'Los Noturnos' (Music Hall); Pierre Sella (Philips); 'Richard David' (Microfona)—Kern	
5	5	MICHELLE—The Beatles (Odeon); 'Los Vips' (Las Nubes); Billy Vaughn (Music Hall); 'Barbara & Dick' (RCA); 'Mister Tronchero' (CBS); 'Violeta Rivas' (Polygram); 'Cine Bonetti' (Microfona)—Fermata	
6	11	THE BOOTS ARE MADE FOR WALKIN'—Nancy Sinatra (Mercury)	
7	7	DIO COMO TI AMO—Gigliola Gattuso (Music Hall); Domenico Massimo (Dea Jockers); 'Nancy La' (CBS); 'Violeta Rivas' (Polygram); 'Cine Bonetti' (Microfona)—Kern	
8	8	NINING ME KUNG GUDICARE—Cassini Caselli (Music Hall); Gene Pisco (CBS); 'Violeta Rivas' (Polygram); 'Cine Bonetti' (Microfona)—Kern	
9	4	LA BOHEME—Juan Ramon (RCA); Charles Amador (Dea Jockers); 'Los 3' (Lation) (Odeon); 'Violeta Rivas' (Polygram); 'Cine Bonetti' (Microfona)—Kern	
10	15	YOS YOS DARE DE DARE—Ornella Vanoni (CBS); 'Violeta Rivas' (Polygram); 'Cine Bonetti' (Microfona)—Kern	

AUSTRIA

This Week	Last Week	Title	Artist
1	3	HUNDERT MANN UND EIN BEIFL—Freddy (Polygram)—Weinberger	
2	1	EINE KLEINE TRAENE—Romy (Telefonken)—Weinberger	
3	2	SLOOF JOHN B—The Beach Boys (Capitol)—Weinberger	
4	1	NIMM MICH, SO WIE ICH BIN—Drafi Deutscher (Decca)—Hedding	
5	6	GALG IN WEIN—Romy Black (Polygram)—Weinberger	
6	4	JUANITA BANANA—Melitta Miletz (Dorian)—Intro	
7	1	ICH BIN IMMER FÜR DICH DA—Peter Froehlich (Polygram)—Weinberger	
8	2	DIE STIEPPE SIND ZUM WANDERN DA—Eileen Vogen (Belmont)	
9	5	BIS MORGEN—Renate Kern (Polygram)—Aberbach	
10	5	DOCH DANN KENNSTU—Wanda Jackson (Capitol)—Weinberger	

BRITAIN

(Courtesy New Musical Express, London)

This Week	Last Week	Title	Artist
1	1	STRANGERS IN THE NIGHT—Frank Sinatra (Mercury)—Laurie Music	
2	2	PAPERBACK WRITER—The Beatles (Parlophone)—Northern Song	
3	3	MONDAY MONDAY—Hermes and Papp's (RCA)—Dick James Music	
4	4	PAINT IT BLACK—Rolling Stones (Decca)—Mersey	
5	5	SLOOF JOHN B—The Beach Boys (Capitol)—Mersey	
6	6	WILD THING—Troggs (Fontana)—April Music	
7	7	WHEN A MAN LOVES A WOMAN—Paul (Atlantic)—Belinda	
8	8	DOCT BRING ME DOWN—Animals (Decca)—Screen Gems Columbia	
9	9	DOCT ANDER ME—'Cilla Black (Parlophone)—Belinda	
10	17	PROMISES—Ken Dodd (Columbia)—Springfield	
11	17	RIVER DEEP MOUNTAIN HIGH—The Band (Mercury)—Belinda	

12	12	SUNNY AFTERNOON—'Kaka' (Pye)—Belinda	
13	9	SLOOF JOHN B—The Beach Boys (Capitol)—Mersey	
14	18	NODDY NEED YOU—LOVE—Gene (Mercury)—Sunder	
15	19	OVER UNDER SIDEWAYS DOWN—Yvonne (Mercury)—Yardbirds	
16	13	SLOOF JOHN B—The Beach Boys (Capitol)—Mersey	
17	12	HEY GIRL—Small Faces (Mercury)—Mersey	
18	16	NOTHING COMES EASY—ASRAK Saw (Pye)—Giannio	
19	28	HIDEAWAY—Dave Dee, Dozy, Beaz, Mack and Titi (Fontana)—Lynn	
20	20	PRETTY FLAMINGO—Mantred Mann (HMV)—Super-Berstein	
21	11	RAINY DAY WOMEN NOS. 12 & 35—Bob Dylan (CBS)—Fetman	
22	15	COME ON HOME—Wayne Fontana—Admore & Co.	
23	25	OPUS 15—Four Seasons (Polygram)—Beachwood	
24	24	LUA—Roy Orbison (London)—Acit-Rico	
25	25	IT'S A MAN'S WORLD—James Brown (Mercury)—Eves	
26	21	STOP HER ON SIGHT—Dio Como Ti Amo (Mercury)—Eves	
27	21	NOT RESPONSIBLE—Tom Jones (Decca)—Lee Roy	
28	25	TWINKLE—Garry Whelan (CBS)—Connolly	
29	26	LOVE HER—Paul and Barry Ryan (Decca)—Shirley-Berstein	
30	24	STREET TALKIN' GUY—Cliff Bennett (Stations)—Robert Mellin	

CANADA

This Week	Last Week	Title	Artist
1	1	PAPERBACK WRITER—The Beatles (Capitol)	
2	2	PAINT IT BLACK—Rolling Stones (Decca)	
3	1	AM A ROCK—Simon & Garfunkel (Columbia)—Strangers in the Night	
4	6	MAMA—The Drifts (Decca)	
5	5	GREEN GRASS—Garry Lewis & The Playboys (Mercury)	
6	4	RED RUBBER BALL—Love (Mercury)	
7	9	WHEN A MAN LOVES A WOMAN—Percy Sledge (Atlantic)	
8	10	DEDICATED FOLLOWER OF FASHION—Kinks (Pye)	

CANADIAN RECORDS

This Week	Last Week	Title	Artist
1	1	MY KINDA GUY—Wildcats (MGM)	
2	2	LOVE DOVES—Barry Allen (Mercury)	
3	3	RAINWASHED—David Clayton Thomas (Mercury)	
4	4	CLOCK ON THE WALL—Gauss (Mercury)	

DENMARK

This Week	Last Week	Title	Artist
1	1	PAINT IT BLACK—The Rolling Stones (Decca)	
2	2	FRANKIE AND JOHNNY—Eve Preley (RCA)	
3	3	THESE BOOTS ARE MADE FOR WALKIN'—Nancy Sinatra (Mercury)—Criterium	
4	4	SLOOF JOHN B—The Beach Boys (Capitol)—RCA	
5	5	DEDICATED FOLLOWER OF FASHION—The Kinks (Pye)—Belinda	
6	6	BARBARA ANN—The Beatles (Parlophone)—Belinda	
7	7	MICHELLE—The Beatles (Parlophone)—Belinda	
8	8	BEAUTIFUL BROWN EYES—Sir Henry and his Butlers (Columbia)—Belinda	
9	9	KAPITALISM—Per Dich (Mercury)—Belinda	
10	16	LISTEN PEOPLE—Herman's Hermits (Columbia)	

EIRE

This Week	Last Week	Title	Artist
1	2	SLOOF JOHN B—The Beach Boys (Capitol)—Mersey	
2	1	AMONG THE WICKLOW BOYS—The Dubliners (Mercury)—Kink	
3	3	NO ONE KNOWS—The Knowles (Pye)—Burton	
4	4	SAFELY IN LOVE AGAIN—The Sapples (Emerald)—Campbell-Connolly	
5	5	PAINT IT BLACK—Rolling Stones (Decca)—Mirage	

6	6	STRANGERS IN THE NIGHT—Frank Sinatra (Mercury)—Laurie	
7	5	UP WENT NELSON—Go! (Mercury)—Laurie	
8	3	PRETTY FLAMINGO—Mantred Mann (HMV)—Super-Berstein	
9	7	ELUSIVE BUTTERFLY—Yvonne (Mercury)—Teichnik	
10	2	TWO OF A KIND (EP)—Roy C. (Pye)—Various	

FRANCE

This Week	Last Week	Title	Artist
1	1	CHEVIEUX LONGS ET IDEES COURTES—Johnny Haliday (Philips)—Laurier	
2	3	LA POUPÉE QUI FAIT NOURRI—Michel Polonsky (A. 2)—Semi	
3	2	MON CREDIT—Mishieu (Barclay)—Fronzini	
4	4	QUELLE EST BELLE—Mishieu (Barclay)—Fronzini	
5	14	LES EMBELLISSEMENTS D'ANTOINETTE—Antoine Vitez (Vogue)—Vogue International	
6	6	BANG BANG—Sheila (Mercury)—Mersey	
7	7	CHANTER—Eric Malet (Polygram)—Foloklor	
8	10	UN AIR DU FOLKLORE ALVERGNAT—Stall (Mercury)—Foloklor	
9	12	LA MAISON QUI FAIT NOURRI—Francine Hardy (Vogue)—Mersey	
10	11	MOURIR OU VIVRE—Herve Vaud (Mercury)—Dany Music	

GERMANY

This Week	Last Week	Title	Artist
1	1	100 MANN UND EIN BEIFL—Freddy (Polygram)—Weinberger	
2	2	SLOOF JOHN B—The Beach Boys (Capitol)—Weinberger	
3	3	MUSSEN FRAUEN EINSEIN—Peter Alexander (Polygram)—Girg	
4	4	WENN DU GIBST MIT VICKY—Philipp—Arns-V.	
5	5	HONEY BEES—The Musica & The Rolling Stones (Mercury)	
6	6	PAINT IT BLACK—The Rolling Stones (Decca)—Mirage Music	
7	7	THE SUN AND MY GONNA SHINE ANYMORE—Walker Brothers (Club Records)—Admore & Co.	
8	8	THESE BOOTS ARE MADE FOR WALKIN'—Nancy Sinatra (Mercury)—Criterium	
9	9	DER NEUE TAG BEGINNT—Brenda (Mercury)—Melodie der Welt	
10	10	HOW DOES THAT GRAB YOU DARYL—Nancy Sinatra (Mercury)—Criterium	

ITALY

(Courtesy Moneta & Dischi, Milan)

This Week	Last Week	Title	Artist
1	1	LA FISARGOMANIA—'Giani' Merandi (RCA)	
2	2	LA FISARGOMANIA—'Giani' Merandi (RCA)	
3	3	QUI RITORNERA—'Rita' Merandi (RCA)	
4	4	MICHELLE—The Beatles (Parlophone)	
5	5	THESE BOOTS ARE MADE FOR WALKIN'—Nancy Sinatra (Mercury)—Criterium	
6	7	RETA—'Rita' (RCA)	
7	8	CE COLPA ABBAMO—'Rita' (RCA)	
8	9	RIDERA—'Lilite' Tota	
9	10	TEMA—'Giani' (Ri Fi)	
10	11	L'UOMO D'ORO—Caterina Casali (CDD)	
11	12	SE TELEFONANO—Mina	
12	13	19TH NERVOUS BREAKDOWN—Rita (Mercury)	
13	14	'L'AMORE NE' RAGAZZI—'Giani' (Mercury)	
14	15	VITA—'Giani' (Mercury)	
15	16	QUANDO LA DRA TONCA—'Giani' (Mercury)	

JAPAN

This Week	Last Week	Title	Artist
1	1	KIMI TO ITSUDEMOMO—'Kimi' (Mercury)—Toshiko	

2	3	AITAKUTE AITAKUTE—'Sono Mari' (Toshiba)	
3	2	HONEMADE AISHITE—'Lito' (Toshiba)—JASRAK	
4	4	ANATA NO NOCHI—'Yvonne' (Toshiba)—JASRAK	
5	5	FUTARI NO SEKAI—'Yvonne' (Toshiba)—JASRAK	
6	6	YUJIN WA AKAKU—'Kiyama Yvonne' (Toshiba)	
7	7	TOKYO MAGAREMONO—'Takashi Hiroko' (King)	
8	8	KOIKO KOKORO—'Kishi Yoko' (King)—Toshiba	
9	9	A TASTE OF HONEY—'Herb Albert & Titianna' (Mercury)—Toshiba	
10	10	HAKODATE NO OYASAMA—'Kiyama Yvonne' (Toshiba)	

MALAYSIA

This Week	Last Week	Title	Artist
1	1	ANING ON THE LAMP POST—Herman's Hermits (Mercury)	
2	2	BLUE TURNS TO GREY—'Curt' (Mercury)—Columbia	
3	3	FORTUNE TELLER—Rolling Stones (Decca)	
4	4	MICHELLE—The Beatles (Parlophone)—Mersey	
5	5	THESE BOOTS ARE MADE FOR WALKIN'—Nancy Sinatra (Mercury)—Criterium	
6	6	PAINT IT BLACK—Rolling Stones (Decca)	
7	7	I'M A ROCK—Simon & Garfunkel (Columbia)	
8	8	HEY GIRL—Small Faces (Mercury)	
9	9	LOVE IS A GOLDEN RING—'Hurry Suria & The Boys' (Philly)	

MEXICO

This Week	Last Week	Title	Artist
1	1	AMIGO ORONILLERO—'Javier Solis' (Mercury)	
2	2	UNA LIMONERA—Javier Solis (Mercury)	
3	3	QUE VA—'Javier Solis' (Mercury)	
4	4	RONDANDO TU ESQUINA—'Julio Jaramila' (Mercury)	
5	5	JUANITA BANANA—'Luis Jaramila' (Mercury)	
6	6	LA RANCA BORRACHA—'Mile Laine' (Mercury)	
7	7	MIEL AMARGA—'Serrano' (Mercury)	
8	8	THESE BOOTS ARE MADE FOR WALKIN'—Nancy Sinatra (Mercury)—Criterium	
9	9	AMARADO (Good All Over)	
10	10	CUANDO VIVAS CONMIGO—'Jose A. Jimenez' (RCA)	

NEW ZEALAND

This Week	Last Week	Title	Artist
1	1	DEDICATED FOLLOWER OF FASHION—The Kinks (Pye)—Belinda	
2	2	BANG BANG—The Beatles (Parlophone)	
3	3	SLOOF JOHN B—The Beach Boys (Capitol)—Mersey	
4	4	SHAPES OF THINGS—The Yardbirds (Mercury)	
5	5	HOW IS THE AIR UP THERE—'Hills La De's' (Mercury)	
6	6	BACKSTAGE—Gene Pisco (Mercury)—Aberbach	
7	7	I FOUGHT THE LAW—'Bobby Gold' (Mercury)	
8	8	SHA LA LA LA LEE—The Small Faces (Mercury)	
9	9	BALLAD OF THE GREEN BERETS—'Spit Barry' (Mercury)	
10	10	LISTEN PEOPLE—Herman's Hermits (Columbia)	
11	11	SOMEbody, ONE DAY—The Small Faces (Mercury)	
12	12	HOMEWARD BOUND—'Sonia & Garfunkel' (Mercury)	
13	13	CAN'T LET GO—The Hollies (Mercury)	
14	14	YOU DON'T HAVE TO SAY YOU LOVE ME—Dany Springfield (Mercury)	
15	15	LOVES JUST A BROKEN HEART—'Cilla Black' (Mercury)	
16	16	EIGHT MILES HIGH—The Byrds (Mercury)	
17	17	SUBSTITUTE—The Who, Dec & Bill (Mercury)	
18	18	MY LOVE—Pete's Club (Mercury)	
19	19	5 O'CLOCK WORLD—The Beatles (Mercury)	
20	20	MIRROR, MIRROR—'Mersey Brothers' (Mercury)	

PERU

*Denotes local origin

This Week	Last Week	Title	Artist
1	1	LA CHICHERA—'Los Demonios del Mantano' (Odeon)	
2	2	CONDUCTOR—'Los Demonios del Mantano' (Odeon)	
3	3	EL CONDUCENTE—'Los Demonios del Mantano' (Odeon)	
4	4	LA BORRACHA—'Los Demonios del Mantano' (Odeon)	
5	5	VISION DE OTONO—'Los Demonios del Mantano' (Odeon)	
6	6	YOLANDA—'Tito Enrique' (Odeon)	
7	7	MICHELLE—The Beatles (Parlophone)—Mersey	
8	8	SI TE SIENTES SOLA—'Juan Ramon' (RCA)	
9	9	ISABEL—'Charles Amador' (Mercury)	
10	10	SE ME OLVIDO TU NOMBRE—'Roberto Ledezma' (Mercury)	

PHILIPPINES

*Denotes local origin

This Week	Last Week	Title	Artist
1	1	BORN FREE—Mati Monro (Capitol)—Mersey	
2	2	WELCOME—'Mersey' (Mercury)	
3	3	RING DANG DO—'Sun The' (Mercury)	
4	4	CALIFORNIA—'The Mama's & The Papa's' (RCA)—Filipina Record	
5	5	MOMENT TO MOMENT—'Herman's Hermits' (Mercury)	
6	6	TAMBUKIN—'Mersey' (Mercury)	
7	7	500 MILES—The Brothers Four (Mercury)—Mersey	
8	8	YOU WON'T HAVE TO CRY—The Byrds (Mercury)	
9	9	HANG ON SLOOPY—The Mersey Brothers (Mercury)	

RIO DE JANEIRO

*Denotes local origin

This Week	Last Week	Title	Artist
1	1	MICHELLE—Billy Vaughn (Mercury)	
2	2	QUERO QUE TUDO VA PRO INFERNO—'Roberto Carlos' (Mercury)	
3	3	ALINE—Christophe (Mercury)	
4	4	CANTO DE OSSANHA—'Ella Regina' (Mercury)	
5	5	YESTERDAY—'Mam' (Mercury)	
6	6	TRISTEZA—'Jair Rodrigues' (Mercury)	
7	7	LA BORRACHA—'Charles Amador' (Mercury)	
8	8	DOMINIO DO TEMPO—'Domingo Modesto' (Mercury)	
9	9	WHIPPED CREAM—'Herman's Hermits' (Mercury)	
10	10	CAPRI CEST FIN—'Charles Amador' (Mercury)	

SINGAPORE

*Denotes local origin

This Week	Last Week	Title	Artist
1	1	ELUSIVE BUTTERFLY—'Bob' (Mercury)	
2	2	BLUE TURNS TO GREY—'Curt' (Mercury)—Columbia	
3	3	BORN FREE—Mati Monro (Capitol)—Mersey	
4	4	PRETTY FLAMINGO—Mantred Mann (HMV)—Super-Berstein	
5	5	THE SUN AND MY GONNA SHINE ANYMORE—Walker Brothers (Club Records)—Admore & Co.	
6	6	PAINT IT BLACK—Rolling Stones (Decca)	
7	7	DO IT RIGHT—Trailers (Mercury)	
8	8	NOT THE LOVING KIND—'Who, Dec & Bill' (Mercury)	
9	9	I'LL BE YOUR MAN—'Queen's Columbia' (Mercury)	
10	10	SLOOF JOHN B—The Beach Boys (Capitol)	

GOSPEL MUSIC

PROFILE

Singing Rambos Spread Gospel

It hasn't been too long ago that people connected with southern-style gospel quartet music said that gospel music sung in the country mood and

style just would not be accepted by the average fan. This was before the Singing Rambos came on the scene.

Here is a family group plus one that play and sing with the talent and ability that makes them about the finest country gospel trio that you can find anywhere, and everywhere they go people like their down-to-earth singing and playing.

The group as it is today has evolved around Buck and his wife, Dottie Rambo. Formerly singing under the name of the Gospel Echoes, they made the change a few months back when their teen-age daughter Reba began to travel full time with her folks. They are joined with the versatile accompanist Pat Jones, and these four people really put on a top gospel program.

The Rambos furnish their own musical background which features the lead guitar playing of Dottie Rambo. Dottie really tears up the lead guitar. Buck plays the rhythm guitar, and daughter Reba plays the bass fiddle. Pat plays accordion and on some songs she also plays the piano.

They travel out of Dawson Springs, Ky., and sing in concerts in churches or wherever people want to hear their music. Dottie has been playing the guitar since she was 10½ and has been singing gospel music

and traveling full time since she was 12.

They were the first gospel group to make a tour overseas and sang to military bases in Greenland, Newfoundland and Labrador. Military authorities say that they were very, very well received with their country style gospel music.

Many of the songs that the Rambos sing were written by Dottie. Dottie writes the type of gospel song that tells a story and it often touches on childhood or events that would cause people to reminisce back through the experiences of their childhood.

The Rambos have a perfect style for singing these story-type songs. They sing in an effortless, easy way until it seems that they are just picking up a song and laying it on the air. The harmony is close and the result is good inspirational listening.

The Rambos record on the Heart Warming label and their most recent releases include a group album entitled "Come Spring." Like all their albums, this latest release was cut in Nashville, with the best country musicians, including the violins, playing behind them. Another recent release is a solo album by Dottie on which she is backed up by the Imperials. One of the top songs in this album is one that Dottie wrote, entitled "The Church Triumphant."

Buck, Dottie and Reba, along

All-Star Cast for Parley Oct. 20-23

By BOB GREEN

MEMPHIS—A star-studded cast of the greatest names in gospel music will be featured at the 1966 National Quartet Convention, Oct. 20-23, at Ellis Auditorium here.

The annual event, originated in 1956, brings together thousands of gospel music fans and professional and nonprofessional singing groups.

During the four-day event the fans will hear more than 50 professional groups and more than 75 nonprofessional groups.

James Blackwood, president of the sponsoring organization, said more than 20,000 fans are expected for the convention.

Agenda follows:

Thursday (20) — Goodman Family, the LeFevres, the Prophets Quartet, the Blue Ridge Quartet, the Florida Boys.

Friday (21)—the Blackwood Brothers, the Statesmen, the Speer Family, the Stamps Quartet, the Oak Ridge Quartet, the Imperials, the Rebels.

Saturday (22) — Parade of Quartets, 6 p.m. to 2 a.m. Sunday, 50 professional groups,

with versatile accompanist Pat Jones, seem destined to take their place in some of the great gospel groups.

plus Gov. Jimmy Davis and the Chuck Wagon Gang.

Sunday (23) — Sermon, Hovis Lister, at 10:30 a.m., singing until 5 p.m.

Blackwood said the Gospel Music Association will meet during the convention and will hold election of officers on Friday (21).

He said information about the Convention can be secured by writing, National Quartet Convention, 209 North Lauderdale Road, Memphis, Tenn.

Hotel and motel inquiries should be directed to the Memphis Chamber of Commerce.

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Crusade Ent. Custom Tailors

By BOB GREEN

FLORA, Ill.—Crusade Enterprises here is providing a grassroots service to the gospel and religious music world with their compact, custom record production operation.

Headed by Ray Harris, the firm produces albums for more

than 200 customers, and several of these have recorded as many as five albums.

Harris says the service is called "custom-plus" since his organization provides more than the usual custom service. Harris now has his own studio here and does everything in the production of the album from recording to finished product except the pressing.

He also has printing facilities for covers and fabricates the jackets in his own shop.

Harris got his start in 1956 when his wife, Delores, and her sister, Mary Ann Vaughn, joined him to form the Crusaders Trio. In 1958 they won the talent contest at the National Quartet Convention, and shortly thereafter entered the business full time. Delores' brother, Jim Vaughn, was added to the group in 1963.

The custom firm was established in 1962 and business has boomed since then.

They also publish music and a consumer magazine. The Crusader, which comes out quarterly. One of the top groups on the label is the Mariners. In addition to producing for professional groups, Crusade works with numerous schools and churches on recording projects large and small.

Two buildings are required to house the growing operation including equipment, warehouse and general offices.

In days past the Crusaders were on tour all over the country, but Harris says the press of business keeps them home most of the time now.

He has ambitious plans for the future of his company, and it seems safe to say that all is promising if past accomplishments are an accurate barometer.

SHAPED NOTES

By BOB GREEN

The Stamps Quartet begins tour in Illinois, Mississippi and North Carolina in early July. . . Their latest Skyline album, "J. D. Sumner and the Stamps Quartet Featuring Jim Hill," is moving well. James Blackwood addressed the Frank Stamps music school last week. . . Blackwood is in constant demand for speaking engagements. . . Polly Grimes advises that Music City is to get yet another star when J. D. Sumner locates here in the immediate future. . . Sumner and Jake Hess will share offices in the RCA Victor Building.

Roger Mobley, who records for Crusade, has just completed an EP featuring two songs written by Ray and Delores Harris. . . Roger stars in Walt Disney's "Wonderful World of Color."

The Mariners have just returned from a tour in the West. . . Early July finds them in Pennsylvania, Michigan and New York. . . They are set for new Crusade sessions soon.

Pilot Completed For TV Show

NASHVILLE—The Imperials Quartet and the Stamps Quartet have completed a pilot for a new gospel music television show.

The 30-minute, black-and-white film was produced by Pete Emery Productions here. Pilot features the two groups and Doris Akers, of Los Angeles, and the Four Latin's, of Mexico City.

Polly Grimes, who works closely with the groups, said it may be syndicated in the near future. If so, she said it will probably be filmed in color.

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<p>HEART WARMING RECORDS NASHVILLE, TENN.</p>	

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NEW ALBUM RELEASES

☐ **ARC**
THE RHYTHMERS-IN-LAW (Strike Again); A 204

☐ **ARHOLIE**
RUD MAMA THORNTON in Europe; F 1028
JOHN JACKSON Blues & Country Dance
from Virginia; F 1025

☐ **AUDIO FIDELITY**
JACQUELINE KENNEDY; APLP 703

☐ **BLUE RIVER**
The American Scene Within the Piano World
of ROBERT VAN ESE; LPM 1001, LSP

☐ **BRUNO**
HUNGARIAN CYST OF SUBPERSIST—
An Evening in a Gypsy Tent, Vol. 3;
500591

☐ **RACHMANINOFF**; TRIO LEGAUME NO. 2 IN
B MINOR—David Oistrakh; 14077L

☐ **CONTACT**
STEVE KUHN Trio—Three Waves; CM 5,
CS 5

☐ **HOME**
VARIOUS ARTISTS—Ballroom's Teen Beat A
On Go; BR 4027

☐ **DOT**
JOE PINIGERS CABE—Hits of the '60's; DLP
2715, DLP 25715

☐ **DOGA** HALL—Today's Great Hits; DLP 3727,
DLP 3577

☐ **JOHNNY MARDOX**—Bagtime Memories; DLP
3724, DLP 35724

☐ **JOHNNY MARDOX** Presents the World's
Greatest Piano Rats, Vol. 6; DLP 3721,
DLP 35721

☐ **JOHNNY MARDOX** Presents the World's
Greatest Piano Rats, Vol. 7; DLP 3722,
DLP 35722

☐ **SOUNDTRACKS**—Nevada Smith; DLP 3718,
DLP 35718

☐ **STEIN & LINDBERGH**—Great Instrumental Hits;
DLP 3723, DLP 35723

☐ **STROMA**—Live-In Concert; DLP
3712, DLP 35712

☐ **EPIC**
REACHMANINOFF; RAPIDITY ON A THEME
OF PAGANINI—Leon Fischer; The Cleveland
Orch. (Stereo); LC 3330

☐ **FOLKWAYS**
AMERICAN CHORAL MUSIC—American Na-
tional Choral Society of Boston (Don-
Munich); FM 634
Music of Mally FE 4358

☐ **FONTANA**
HUNDREDS—A Groovy Kind of Love;
MGT 2754, SRF 63754

☐ **FRISKY**
PHYLLIS HEDERMAN/JAMES RUKAS/JOEY
ROBERTS—Home That Trivia; FR 2000

☐ **HICKORY**
VIVA BOB MOORE; LP 131

☐ **INTERNATIONAL ARTISTS**
THE SISTERS OF CHARITY Present an Eve-
ning of Music; 281

☐ **MONITOR**
HOWARD FRET—Cypress Mandolin; MF 463,
MF 543

☐ **OLGA** PAYLOW/GEORGE BONACHEK—
Lithuanian Songs; MF 462, MF 542

☐ **MONUMENT**
The Best of JIMMY DRIFTWOOD; HLP 8043,
HLP 8044, SLP 18044

☐ **JACK EUBANKS**—Culter Sounds of the South;
HLP 8045, SLP 18045

☐ **MUSICOR**
GARY PINNEY—Has No MI Poo Gludicars;
MA 2100, MS 3100

☐ **VARIOUS ARTISTS**—The Gene Pinney Show;
MA 2101, MS 3101

☐ **OWL**
Organized Sound by TOR ROCKSTADER; LUNA
PAIN/CALIFORNIA/FRANKLIN MUSIC;
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BREAKOUT SINGLES

★ NATIONAL BREAKOUTS

I SAW HER AGAIN

Mama's and the Papp's, Dunhill 4031

LOVE LETTERS

Elvis Presley, RCA Victor 8870

THE WORK SONG

Herb Alpert & the Tijuana Brass, AAM 605

★ REGIONAL BREAKOUTS

These new records, not yet on Billboard's Hot 100, have been reported getting strong sales action by dealers in major metropolitan listed in parentheses.

IF HE WALKED INTO MY LIFE . . .

Bydla Gorme, Columbia 43660 (Morris, ASCAP) (New York)

COME SHARE THE GOOD TIMES WITH ME . . .

Julia Manday, Bainbow 500 (Brooks, ASCAP) (Detroit)

BOYS ARE MADE TO LOVE . . .

Karen Small, Venus 1066 (Manney, BMI) (Los Angeles)

YOUNG MAN—OLD MAN . . .

Stokes, Alan 1540 (Jorb, BMI) (Baltimore)

OPEN THE DOOR . . .

Darrell Bonks, Revolver 201 (Myke, BMI) (Detroit)

SISTER LOVE . . .

Liverpool Five, RCA Victor 8816 (Curton, BMI) (St. Louis)

SEE YOU IN SEPTEMBER . . .

Happenings, B. T. Puppy 520 Victor (ASCAP) (Boston)

I'M A PRACTICAL GUY . . .

Lee Rodgers, D-Town 1067 (Mohr's, BMI) (Detroit)

LOOK AT ME GIRL . . .

Bobby Vee, Liberty 58277 (Rippa, BMI) (Pittsburgh)

DADDY . . .

Pebbles & Bonni Bonni, HRR 484 (Honna Barbera, Crosby Cajon, BMI) (Baltimore)

ALMOST PERSUADED . . .

David Houston, Epic 10025 (Gallico, BMI) (Atlanta)

SHAKE YOUR HIPS . . .

Slim Harpo, Exella 2278 (Exceller, BMI) (Pittsburgh)

TAR & CEMENT . . .

Verdella Smith, Capitol 5632 (Faust, ASCAP) (Detroit)

THAT'S ENOUGH . . .

Ronnie Robinson, World 1125 (Kopas, BMI) (St. Louis)

DON'T TOUCH ME . . .

Wilma Burgess, Decca 31941 (Pumper, BMI) (Baltimore)

I PUT A SPELL ON YOU . . .

Alan Price Set, Parrot 3001 (Travis, BMI) (Dallas-Fort Worth)

□ RCA CAMDEN

LEO ARRED & HIS ORCH.—Musical Orchids
from Hawaii; CAL 977, CAS 977

LIZ ANDERSON—Strangers and Other Coun-
try Songs; CAL 956, CAS 956

CHET ATKINS—Music from Nashville, My
Home Town; CAL 959, CAS 959

LIVING GUITARS—Somewhere There's a
Someone; CAL 978, CAS 978

RAY MARTIN—Middie Going for Baroque;
CAL 976, CAS 976

PORTER WAGONER—A Satisfied Mind; CAL
709, CAS 709

□ RCA VICTOR

EDDY ARNOLD—The Last Word in Love; LPM
3502, LSP 3502

LIZ ANDERSON—Strangers and Other Coun-
try Songs; LPM 3506, LSP 3506

CHET ATKINS—Music from Nashville, My
Home Town; LPM 3509, LSP 3509

LIVING GUITARS—Somewhere There's a
Someone; LPM 3578, LSP 3578

RAY MARTIN—Middie Going for Baroque;
LPM 3576, LSP 3576

PORTER WAGONER—A Satisfied Mind; LPM
3400, LSP 3400

(Continued on page 47)



MUSIC CITY HIT LIST

THE TOP SELLERS BASED ON ACTUAL RECORD SALES AT WALLICH'S MUSIC CITY
AS WELL AS OUR 500 MUSIC CITY RECORD RAKES
IN SOUTHERN CALIFORNIA SUPER MARKETS

HIT LIST # 735 FOR THE WEEK ENDING 6/13/66

MUSIC CITY TOP 40 BEST SELLING ALBUMS

6 THE SEEDS

VARIETY

RECORD REVIEWS

THE SEEDS (GNP Crescendo).
The Seeds are a solid contempo-
rary combo with all the transpires
—the blues sound, the long hair
and the high boots. But this Coast
group delivers with unusual vital-
ity even if within the limits set
by the guitar-rhythm format. The
most striking numbers are: "Cap't
Seem To Make You Mine," "Lone
Your Mind," "Nyl Hordoo,"
"Pushin' Too Hard," "Try To
Understand," "It's A Hard Life,"
"Excuse, Excuse" and "Fallin' In
Love."

SEEDS

GNP 2023

17



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GNP 2023

GNP Crescendo

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COUNTRY MUSIC



MAC WISEMAN shows WYVA's "Jamboree" director, Lee Sutton, right, some of the bookings he has arranged for artists on the country music show through his new Wise-O-Man Talent Agency. Wiseman has just cut three new Dot Records albums in Nashville. They include a folk album, one of bluegrass, and a pop-folk album which was produced by Bonnie Guitar, another Dot Records artist.

Kilgore Cuts Single, 'Nevada Smith' Track

NEW YORK—Merle Kilgore, Nashville-based triple-threat singer-composer-actor, checked into recording studios here last week to record material for an upcoming singles release and soundtracks for a pair of soon-to-be-produced motion pictures, according to his personal manager, Buddy Lee of Music City.

Epic a&e executive Bob Morgan directed the Kilgore sessions

which turned out, among other songs, the Alfred Newman-penned title song from "Nevada Smith," a new big-budget western movie which stars Steve McQueen.

Kilgore, who heads the Nashville arm of Al Gallico Music, Inc., has such award-winning writing credits as "Wolverine Mountain," "Ring of Fire" and the current Bobby Vinton chart-leader on Epic, "Dum De Da."

Lee, president of Buddy Lee Promotions in Music City, said Kilgore's career is being directed toward the field of television and motion picture acting. Kilgore recently completed a starring role assignment in a Scopitone film titled "Five Card Stud." Filmed in Hollywood, the latter is planned for incorporation in a feature-length movie bearing the same title and starring James Garner and Doris Day.

The tall, dapper and dark-haired c&w star Kilgore is tentatively set for a supporting role in a yet-to-be-named flick which will star Glenn Ford. Negotiations, according to Lee, are also under way to secure acting assignments for his star in upcoming segments of the "Daniel Boone" network television series which stars Fess Parker. Kilgore has also appeared in films produced during the past 18 months on location in Nashville such as "Country Music on Broadway," which is a Marathon Productions property.

WJRZ Shows at Palisades Park

NEWARK, N. J. — New York's only full-time country music station — WJRZ — will launch a 12-week series of Thursday night live shows June 23 from the Palisades Amusement Park. The hour "Mountain Dew Country Music Review" will feature Smokey Warren and his band and guest artists. Elton Britt of ABC Records will be the first guest. WJRZ's Bob Lockwood will emcee; Norman Roslin is producer.

Artists Bow KASH

SHREVEPORT, La. — Country music artists Leon Ashley and Margie Singleton launched a new country music radio station here Sunday (21). KASH will concentrate on exposing new records and new artists, Ashley said.

YESTERYEAR'S COUNTRY HITS

Change-of-pose programming from your librarian's shelves, featuring the disks that were the hottest in the Country field 5 years ago and 10 years ago this week. Here's how they ranked in Billboard's chart at that time.

COUNTRY SINGLES—5 Years Ago, July 3, 1961

1. Hello Walls, Faron Young, Capitol
2. Three Hearts in a Tango, Roy Drusky, Decca
3. I Fall to Pieces, Patsy Cline, Decca
4. Sweet Lips, Webb Pierce, Decca
5. Heartbreak, U. S. A., Kitty Wells, Decca
6. Loose Talk, Don Owens & Rose Maddox, Capitol
7. Oklahoma Hills, Hank Thompson, Capitol
8. Foolin' Around, Bob Owens, Capitol
9. Hillbilly Heaven, Tex Ritter, Capitol
10. Tender Years, George Jones, Mercury

POP COUNTRY SINGLES—10 Years Ago, June 30, 1956

1. Heartbreak Hotel, Elvis Presley, RCA Victor
2. I Want You, I Need You, I Love You, Elvis Presley, RCA Victor
3. Run, Run, Run, Carl Perkins, Sun
4. Crazy Arms, Ray Price, Columbia
5. I Walk the Line, Johnny Cash, Sun
6. I'm in the Chain, Patsy Cline & Jim Ed Brown, RCA Victor
7. I've Got Five Dollars, Faron Young, Capitol
8. You and Me, Red Foley & Kitty Wells, Decca
9. Blackboard of My Heart, Hank Thompson, Capitol
10. Sweet Dreams, Faron Young, Capitol

Lee Supplies C&W Acts at Parks, Club

NASHVILLE — Music City-based Buddy Lee Promotions will handle talent booking for three new exposure points for c&w acts including two outdoor Country Music Parks and a soon-to-be-opened c&w nightclub, according to Buddy Lee.

The talent agent who handles such stars as Merle Kilgore, Hank Williams Jr., Claude King and others, told Billboard last week that his firm will exclusively set talent for the Lone Star Ranch at Reeds Ferry, N. H., and the Suburban Park near Syracuse, N. Y. The two c&w parks open their season shortly. The Lone Star Ranch is operated by Buzz and Dot Wittica; the former is a c&w entertainer in his own right.

Lee said the third new showcase for Country Music acts is the Premier Palace club which opens the first weekend of July in Milwaukee. The club is owned and operated by a c&w promotion firm called Premier Entertainment, Inc. Murriel Filar and Byrll Hoeke head this company which promotes a half dozen or more country music spectacles at the Milwaukee Auditorium annually.

Set for the Premier club's grand opening July 13 are Marvin Rainwater and Sue York. Lee says he has set Merle Kilgore, Claude King and his Nashville Knights for the following two weekends.

Meaux Hits Gotham, N'ville In Promo-Scouting Jaunt

HOUSTON — Red hot independent record producer Heuy Meaux made a leap-frog promotion and material-scouting expedition last week which included key stops in Nashville and New York City. Meaux, president of Crazy Cajun Enterprises (publishing and production firm) and owner of the Pasadena Sounds recording studio here, is burning up the best-seller lists with such items as B. J. Thomas' "I'm So Lonesome I Could Cry" and "Mama" on Scepter, Tommy McClain's "Sweet Dreams" on MSL records and the fast-breaking r&b disk "Go Go Train" distributed by Scepter on the Jet Stream label. Meaux wrote the last-named.

During his NYC stop the one-time Louisiana deputy concentrated on promotion as he made a sweep of the key Top 40 and r&b radio outlets in the big city. Among the new product he concentrated on were "I'm a Good Woman" by Barbara Lynn on Tribe Records, "These Chains of Love Are Breaking Me Down" by Chubby Jackson on Wand Records and "Gotta Have Losers Too" by Dean Scott on Scepter. Meaux also gave attention to his self-penned r&b chart contender "Dedicated to the Greatest" by Johnny Copeland on Wand—it's a tribute to the late Sam Cooke. Meaux produced all of the above disks.

The Houston-based hit-maker also worked on a pair of albums he recently produced—"Mama" by B. J. Thomas on Scepter and

"Barefootin'" on Hanna-Barbera Records by T.V. Arden. The title song is a singles best-seller item overseas. Meaux wrote all 10 songs in the latter LP.



Headed for both the country and pop charts is Little Jimmy Dickens' new Columbia single "Who Liked the Red Off Your Candy" (Col 43701). "Candy" is a swinging novelty number that will delight the jocks and flip the record buyers—a natural follow-up in the same vein as his "Bird of Paradise" and "Ship Hill the Sand" clicks. Jimmy himself will give the single heavy promotion in his shows at fairs and rodeos throughout the summer. For personal appearances, television and recording, Little Jimmy Dickens plays a Gibson Super 400. Gibson—choice of professional artists and acknowledged world leader in fine guitars. (Advertisement)

NEW ALBUM RELEASES

Continued from page 46

- OSKE ELLINGTON's Concert of Sacred Music: LPM 3582, LSP 3582
GAIL SANNITT—New Adventures: LPM 3586, LSP 3586
JIMMY GARDNER—Field Flamingo: LPM 3596, LSP 3596
DICKY GILLESPIE—LPV 520
NEAL MERFILL—In Gotham City: LPM 3621, LSP 3621
AL OWEN's Ring Wirt—The Happy Trumpets: LPM 3579, LSP 3579
HARLAN LEONARD & His Backbeats: LPV 521
LIVERPOOL FIVE Arrives: LPM 3583, LSP 3583
KING OLIVER In New York: LPV 520
ORIGINAL CAST—Auntie Gail Tour Gals: LOC 1104, LSP 1124
ELVIS PRESLEY—Parade, Hawaiian Style: LPM 3643, LSP 3643
HANK SNAPE—Gospel Train: LPM 3595, LSP 3595
SHINING SPIRIT FAMILY—The Gospel in Song: LPM 3592, LSP 3592
SONORANCE—Arabesque: LPM 3622, LSP 3622
THE STATESMAN QUARTET With MOVIE LISTS: The Gospel Songs: LPM 3624, LSP 3624
JUSTIN TUNE & LORENE MAHON—Together and Alone: LPM 3591, LSP 3591
VARIOUS ARTISTS—The Jazz Piano: LPM 3609, LSP 3609
FATHER TOM YARHUGH—Jazz in Concert at the Village Gate: LPM 3577, LSP 3577
VARIOUS ARTISTS—The Jazz Piano: LPM 3609, LSP 3609
VARIOUS ARTISTS—The Best of the Best Of: LPM 3622, LSP 3622
OTTIE WETTS—Sister Time: LPM 3587, LSP 3587

□ RCA VICTOR (INTERNATIONAL)

- ROMANA ALPARO—Latin Nightingale: FPM 142
The Rest of ERNEST HILL OLIVER: FPM 141
LUCAS PEREZ—La Banda Esca Borracha: LPM 147, LSP 147
LUCAS PEREZ & HIS ORCHESTRA—Cuban Carnival: FPM 143
DORA STATED & HER GROUP—Greek Folk Songs & Dance: FPM 133

□ UNITED ARTISTS

- SONORANCE—Arabesque: UAL 4140, UAS 5140
SONORANCE—The Russians Are Coming, The Russians Are Coming: UAL 4142, UAS 5142

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Country Music Association
801 16th Ave. South, Nashville, Tennessee

HOT COUNTRY SINGLES

Billboard SPECIAL SURVEY for Week Ending 7/2/66

★ STAR performer—Sides registering greatest proportions upward progress this week.

This Week	Last Week	TITLE, Artist, Label, Number & Publisher	Weeks on Chart	This Week	Last Week	TITLE, Artist, Label, Number & Publisher	Weeks on Chart
1	3	THINK OF ME Buck Owens, Capitol 5647 (Bluebird, BMI)	7	30	16	THE LOVIN' MACHINE Johnny Paycheck, Little Darlin' 008 (Mayhew, BMI)	5
2	1	TAKE GOOD CARE OF HER Sonny James, Capitol 5612 (Preston-Buchanan, ASCAP)	13	27	23	I'M A PEOPLE George Jones, Mercury 1143 (Blue Crest-Hellwig, BMI)	17
3	5	THE LAST WORD IN LONESOME IS ME Ledy Arnold, RCA Victor 8818 (Trev, BMI)	8	28	29	DAY FOR DECISION Johnny Cash, Warner Bros. 5820 (Moss-Rose, BMI)	4
4	2	DON'T TOUCH ME Jocelyn Seely, Monument 933 (Pamper, BMI)	12	29	32	BORN TO BE IN LOVE WITH YOU Ivan Treado, Band Box 367 (Stanton-Hew, BMI)	11
5	6	EVIL ON YOUR MIND Jan Howard, Decca 31923 (Wilderness, BMI)	9	30	40	ALMOST PERSUADED George Jones, Epic 10025 (Gallion, BMI)	2
6	4	DISTANT DRUMS Tim Reeves, RCA Victor 8789 (Comline, BMI)	14	31	31	HICKELS, QUARTERS AND DIMES Johnny Wright, Decca 31927 (Champion, BMI)	5
7	7	A WAY TO SURVIVE Ray Price, Columbia 43560 (Pamper, BMI)	11	32	27	I COULD SING ALL NIGHT Ray Price, Columbia 43560 (Pamper, BMI)	5
8	8	TALKIN' TO THE WALL Warner Mack, Decca 31911 (Pageboy, SESAC)	15	33	35	I'M NOT CRAZY YET Ray Price, Columbia 43560 (Pamper, BMI)	4
9	9	SWINGING DOORS Merle Haggard, Capitol 5600 (Bluebird, BMI)	13	34	34	CATCH A LITTLE RAINDROP Claude King, Columbia 43510 (Gallion, BMI)	12
10	10	I'LL TAKE THE DOG Joan Shepard & Ray Pillow, Capitol 5633 (Minimo, BMI)	8	35	36	THE STREETS OF BALTIMORE Bobby Sims, RCA Victor 8851 (Glaser, BMI)	2
11	12	(YES) I'M HURTING Don Gibson, RCA Victor 8812 (Acuff-Rose, BMI)	9	36	37	A MILLION AND ONE Billy Walker, Monument 943 (Silver Star, SESAC)	2
12	11	WOULD YOU HOLD IT AGAINST ME Dorinda West, RCA Victor 8770 (Trev, BMI)	17	37	42	I'M A NUT Larry Patten, Kapp 750 (Touman-Sheep-Hellwig, ASCAP)	2
13	13	DON'T TOUCH ME Wilma Burgess, Decca 31941 (Pamper, BMI)	9	38	38	I'LL LEAVE THE SINGIN' TO THE BLUEBIRDS Bob Womack, MGM 1347 (Blue Echo, BMI)	7
14	14	AUNT HAD NO LOVIN' Connie Smith, RCA Victor 8842 (Blue Crest, BMI)	4	39	50	CHICKEN FEED Bucko Stiff, RCA Victor 8833 (Herbie, SESAC)	2
15	15	PUT IT OFF UNTIL TOMORROW Bill Phillips, Decca 31900 (Comline, BMI)	14	40	41	BECAUSE IT'S YOU Wanda Jackson, Capitol 5645 (Freemore, BMI)	2
16	16	HISTORY REPEATS ITSELF Buddy Starcher, Bama 1038 (Glaser, BMI)	13	41	41	LONELYVILLE Devo Dutley, Mercury 72585 (4 Star, BMI)	1
17	20	STEEL RAIL BLUES George Hamilton IV, RCA Victor 8797 (Ricmark, ASCAP)	11	42	48	THE WORLD IS ROUND Ray Price, Mercury 72586 (4 Star, BMI)	2
18	15	I LOVE YOU DROPS Bill Anderson, Decca 31890 (Moss-Rose, BMI)	21	43	39	POOR BOY BLUES Bob Luman, Hickory 1362 (Cedarnood, BMI)	3
19	24	YOU AIN'T WOMAN ENOUGH Loretta Lynn, Decca 31966 (Sure-Fire, BMI)	5	44	44	THE RIGHT ONE Starlin Brothers, Columbia 43624 (Jack, BMI)	1
20	25	STANDING IN THE SHADOWS Hank Williams Jr., MGM 12004 (Ly-Ram, BMI)	6	45	46	OLD BRUSH ARROWS George Jones, Mercury 1174 (Glas, BMI)	2
21	25	TIME TO RUN AGAIN Waylon Jennings, RCA Victor 8822 (Ramble, BMI)	5	46	46	EVERYBODY LOVES A NUT Johnny Cash, Columbia 43673 (Jack, BMI)	1
22	17	BACK POCKET MONEY Jimmy Newman, Decca 31916 (New Keys, BMI)	15	47	45	I'M LOSING YOU (I Can Tell) Hugh J. Lewis, Kapp 757 (Moss-Rose, BMI)	2
23	22	THE COUNT DOWN Helen Snow, RCA Victor 8808 (Hank's, BMI)	9	48	48	GETTING ANY FEED FOR YOUR CHICKENS Del Reeves, United Artists 50035 (Central, BMI)	1
24	21	TIPPY TOEING Harden Trim, Columbia 43463 (Window, BMI)	21	49	43	I'M SO LONESOME I COULD CRY Helen Snow, RCA Victor 8808 (Acuff-Rose, BMI)	4
25	21	I JUST CAME TO SMELL THE FLOWERS Porter Wagoner, RCA Victor 8800 (Acclaim, BMI)	9	50	49	I'D JUST BE FOOL ENOUGH Browns, RCA Victor 8838 (Acuff-Rose, BMI)	1

HOT COUNTRY ALBUMS

Billboard SPECIAL SURVEY for Week Ending 7/2/66

★ STAR Performer—LP's registering proportions upward progress this week.

This Week	Last Week	TITLE, Artist, Label & Number	Weeks on Chart
1	1	DISTANT DRUMS Joan Shepard, RCA Victor LPM 3542 (M); LSP 3542 (S)	6
2	5	TRUST ON MOTHER'S BIBLE Buck Owens & His Good Friends, Capitol T 2497 (M); ST 2497 (S)	6
3	4	LOVE LOVES A BLESSING Sonny James, Capitol T 2500 (M); ST 2500 (S)	7
4	2	ROLL OUT THE RED CARPET FOR BUCK OWENS & HIS BUCKAROS Capitol T 2443 (M); ST 2443 (S)	11
5	6	I LIKE TEN COUNTRY Loretta Lynn, Decca DL 4744 (M); DL 7474 (S)	19
6	3	MICK SMITH GOES TO NASHVILLE Connie Smith, RCA Victor LPM 3530 (M); LSP 3530 (S)	14
7	7	EVERYBODY LOVES A NUT Johnny Cash, Columbia CL 2492 (M); CS 9292 (S)	5
8	8	I WANT TO GO WITH YOU Eddy Arnold, RCA Victor LPM 3537 (M); LSP 3537 (S)	17
9	10	COUNTRY FAVORITES—WILLIE NELSON STORY RCA Victor LPM 3538 (M); LSP 3538 (S)	10
10	11	JUST BETWEEN THE TWO OF US Ronnie Clark & Merle Haggard, Capitol T 2453 (M); ST 2453 (S)	11
11	9	FOLK-COUNTRY Waylon Jennings, RCA Victor LPM 3533 (M); LSP 3533 (S)	13
12	14	PLEASE DON'T HURT ME Norma Jean, RCA Victor LPM 3541 (M); LSP 3541 (S)	5
13	12	DOTTIE WEST SINGS RCA Victor LPM 3490 (M); LSP 3490 (S)	19
14	28	I'M A PEOPLE George Jones, Mercury MM 2099 (M); MS 3099 (S)	2
15	13	CHET ATKINS PICKS ON THE BEATLES RCA Victor LPM 3531 (M); LSP 3531 (S)	13
16	16	TOGETHER AGAIN Ray Drusky & Priscilla Mitchell, Mercury MM 21078 (M); MS 41078 (S)	2
17	17	MEAN AS HELL Johnny Cash, Columbia CL 2446 (M); CS 9246 (S)	14
18	18	TALK ME SOME SENSE Bobby Ross, RCA Victor LPM 3515 (M); LSP 3515 (S)	8
19	23	A DEVIL LIKE ME NEEDS AN ANGEL LIKE YOU Curt Curless & Kay Adams, Tower T 5025 (M); ST 85025 (S)	13
20	22	LONELYVILLE Devo Dutley, Mercury MM 21074 (M); MS 61074 (S)	2
21	19	MY WORLD Eddy Arnold, RCA Victor LPM 3466 (M); LSP 3466 (S)	19
22	15	TWO WORLDS Donnie Gardner, Met DLP 3496 (M); DLP 3496 (S)	6
23	21	DON GIBSON WITH SPANISH QUARTETS RCA Victor LPM 3594 (M); LSP 3594 (S)	1
24	24	MANY HAPPY HANGOVERS TO YOU Joan Shepard, Capitol T 2547 (M); ST 2547 (S)	1
25	25	ANY NEWS FROM NASHVILLE Homer & Jeffery, RCA Victor LPM 3536 (M); LSP 3536 (S)	5
26	16	THE BEST OF JIM REEVES, VOL. II RCA Victor LPM 3482 (M); LSP 3482 (S)	15
27	27	JIMMY BEARS GREATEST HITS Columbia CL 2485 (M); CS 9245 (S)	3
28	26	GUITAR STYLINGS OF HANK SNOW RCA Victor LPM 3548 (M); LSP 3548 (S)	5
29	30	THE WHO'S WHO OF COUNTRY & WESTERN MUSIC Various Artists, Capitol TT 2538 (M); STT 2538 (S)	2
30	—	THE GIRLS GET PRETIER Helen Snow, RCA Victor LPM 3508 (M); LSP 3508 (S)	1

A CHART BOUND SINGLE BY
WEBB PIERCE

"LOVE'S SOMETHING"

(I CAN'T UNDERSTAND)

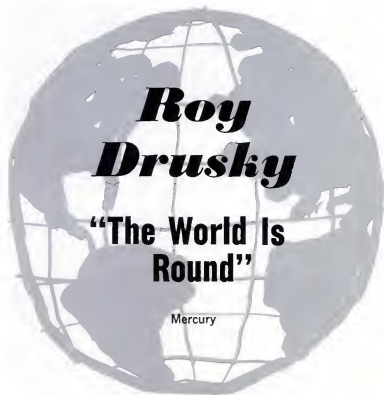
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"A LONER"

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Mitchell**



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A Lonely Girl Needs"**

Mercury

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Dudley**



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Young Audiences Program Aids Classical Cause on Three Fronts

By FRED KIRBY

NEW YORK — A three-pronged aid to classical music—the development of audiences for live and recorded music, the development of talent, and the development of new repertoire—is involved in the nationwide Young Audiences program. Artists affiliated with the group performed about 9,000 concerts in more than 35 States during the past school year.

The plan calls for full-time resident ensembles with salaries paid for from schools, universities and outside concerts. Under the program, all New York City public and parochial school-children, grades 4-6, attended at least one of some 2,500 concerts in the city during 1965-1966.

Dick Kapp, national music co-ordinator, explained that his group preferred to concentrate on the fourth through sixth grades because children there had sufficient concentration and still had interest. He stressed the importance of reaching the children before they were "tuned off for everything else" but pop music. "By the time they reach junior high school, they're too much of a drive for conformity," he added. "If the audience

doesn't want a program, it's very tough for the artists. Some programs do reach other age groups.

Auditions Held

The performers are selected through auditions by Herbert Hauptrecht, music director from Kapp, who rehearses with the groups, "sizes them up verbally" and works on the program. The actual auditions consist of two concerts in schools, with the schools not knowing the groups who are auditioning at the time. If it's impossible for Hauptrecht or Kapp to audition a group, local music advisory boards may do so, subject to approval. Well-known musical figures on local boards include Vladimir Golschmann (Denver), Werner Torkanowsky (New Orleans), Howard Hanson, Hans Szwed (Kansas City), Lukas Foss (Buffalo), Laszlo Somorjai, Walter Hendl and Howard Hanson (Rochester), honorary chairman and Eugene Ormandy (Vincent Persichetti) and William Smith (Philadelphia).

Among recording artists on the national advisory board are Claus Aram, Leonard Bernstein, Norman Delo-Jojo, Joseph Fuchs, Lillian Fuchs, Mickey Raw Horse, Eugene Ormandy, Agi Jambor, William Kroll, Ciano Carlo Menotti, Yehudi

Menuhin, Erica Morini, Thomas Scherman, Alexander Schneider, Mischa Schneider, Rudolph Serkin, William Steinberg, Isaac Stern, George Szell, and Alfred Wallenstein.

Recording groups who were formally associated with Young Audiences are the Juillard Quartet and the Claremont Quartet. Also, recording provisions are included in the contracts for Music in Maine, probably the most ambitious project since the organization was formed 15 years ago with 56 concerts in Baltimore.

Orchestra Provided

The Maine project also can serve as an example of how a full-time classical ensemble can be obtained at minimal cost. This program will provide a 21-piece resident orchestra, called by Kapp the only 52-week-year chamber orchestra in the United States subsidized in part by the federal government. The orchestra, which will begin rehearsals in August, consists of 18 musicians paid \$7,500 annual base salaries plus five paid on a per-concert basis.

The orchestra's nucleus will be made up of two string quartets, one woodwind quintet and a brass quintet, which will give their own concerts. Under the program, every school child in Maine in grades 3-8 will get two concerts. Part of this will be paid for from more than \$200,000 in federal funds. In addition, the orchestra will operate its own nonprofit management firm, which will provide additional concerts on a fee basis. Federal funds are an important source of revenue as are foundations.

A major advantage of the set-up for recordings is that there will be no costly rehearsal time. Since the orchestra already has a repertoire will be involved. One remarkable thing about the program is that it required the signing of some 200 Maine school superintendents for the federal funds. All signatures were obtained.

Funds for part of the musicians' salaries also can come from service as orchestras in residence at universities. Under this system, the universities would pay just for the teaching and concert services involved, the elementary systems for their part of the time of the artists and the rest would come from outside concerts. Among the colleges participating under such arrangements are the University of Illinois, University of

(Continued on page 51)

WOXR DONATES 11,000 RECORDS TO LIBRARY

NEW YORK—A collection of 11,000 records has been donated to the New York Public Library system here by WOXR, the classical music station. The records, dating from the 1920's, will be housed in the Rodgers and Hammerstein Archives of Recorded Sound at the Library & Museum of the Performing Arts, Lincoln Center. Many of the 78 rpm records were still factory wrapped; some were imported. Seventeen crates weighing 500 pounds each were used to transport the collection.



During their first appearance in Mexico on a State Department sponsored Latin American tour, the Philadelphia Orchestra played Chavez's "Indian Symphony" in the Fine Arts Palace, Mexico City. Chatting during the intermission are composer Carlos Chavez, right, and Mr. and Mrs. Eugene Ormandy.

Ariola Putting Big Push Behind New Soviet Series

GUETERSLOH — Ariola Eurodisc has a big promotion in the offing for another series of 10 releases of original classical music recordings from the Soviet Union. The releases are under Ariola's arrangement with Melodia, the Soviet state record company giving the German record company access to the Melodia repertoire.

Ariola's current series of Soviet disc releases are notable for the fact that they include the interpretation of famous German composers by outstanding Soviet artists. In this category are violin compositions by Mozart and Beethoven; concertos for flute, violin and harpsichord by

Bach; overtures from Franz von Suppe; and Paul Hindemith's "Jaeger aus Kurland." The releases, all stereo, also include works by Shostakovich, Mussorgsky's "Boris Gudunov," and Jean Sibelius' Concerto for Violin and Orchestra, D-Minor, Opus 47. David Oistrach interprets Sibelius with the Moscow Philharmonic, and Leonid Kogan interprets Mozart and Beethoven with the Moscow Chamber Orchestra.

Ariola is giving its releases from the Melodia repertoire concentrated promotion in other European countries as well as Germany, particularly in Switzerland and Holland.

Financing Settled, Spoleto Plans Ambitious Program

SPOLETO, Italy—With the tabs of past festivals paid and new ones amortized for the next five years, the 9th Festival of Two Worlds, sponsored by Gian Carlo Menotti, will start out on a new, sound footing with a 24-day program of music, ballet, drama and art.

Thomas Schippers, Zubin Mehta and Werner Torkanowsky are the conductors. Schippers will direct a concert with Montserrat Caballe as soloist. Mehta will conduct Verdi's "Requiem Mass," with Gilda Janowitz, Shirley Verrett, Richard Verreau and Ferruccio Mazoni. "Pelleas et Melisande" will be under Torkanowsky's baton, with John Reardon, Andre Jonquieres, John West, Judith Benguerel, Anne Reynolds and Lorenzo Muni.

Other concert items will include Sviatoslav Richter, John Browning and Jean-Claude Penicelli; pianist; the Borodin, Beaux-Arts and Israel Wood-

wind Quartets and other soloists in the daily noon-hour chamber concerts in the Caio Meliso Theater. Menotti, who does not allow his compositions to be used in the festival, is directing the production of "Pelleas et Melisande."

Caracalla Operas Slates 4 Operas

ROME—Four operas, "Lohengrin," "La Traviata," "Madame Butterfly" and "Aida" will comprise the seven-week, 250th season of open air opera at the Baths of Caracalla by the Teatro del Maggio, July 2 to Aug. 21.

Olivero De Falla will be the opener, "Lohengrin," which will be sung five times with Virginia Zeani, Giuseppe De Stefano, Dora Minarichi, Maria Zanarri and Carlo Cova; "Traviata" seven; and "Aida," which is included on the program announced by the opera company. The season change, is booked for 14 presentations.

Conant Concerts

SARATOGA SPRINGS, N. Y.—Harpischoord Robert Conant who has recorded for Decca, will be featured in the three concert eighth annual Festival of Baroque Music at Skidmore College. Conant will appear in concerts from July 29-31 at the College Hall. Other soloists will include Howard Boatwright on the violin and violin d'amore, and Judah Davidoff on the viola da gamba.

Fiedler-Yomiuri Tour

TOKYO—Arthur Fiedler will conduct the Yomiuri Nippon Symphony in an eight-week United States tour beginning Oct. 1, 1967, to be presented by Judson, O'Neill, Beall & Steinway. Fiedler, who conducted the orchestra in Japan last season, will lead it in the United States through a special arrangement with the Boston Symphony Orchestra. The orchestra of 100 male musicians was founded four years ago by three sponsors, Yomiuri Shinbun, Japan's largest newspaper; Nippon Television Network in Tokyo, and Yomiuri Television in Osaka. Since its

first concert in 1962, the group has given 30 subscription concerts, 123 special concerts, 12 concerts for youth, 65 Japanese tours, 412 television performances, and has recorded for the film, "Tokyo Olympiad, 1965," and has made five recordings.

Guest conductors in Japan have included Leopold Stokowski, Aaron Copland, Aram Khachaturian, Hans Schmidt-Isserstedt, Carlo Zecchi and Wilhelm Otterloo. Among the guest soloists have been Arut Rubinstein, Arturo Benedetti Michelangeli, Rudolph Serkin, Jean-Pierre Rampal, Julius Katchen and Leonid Kogan.

Center Looking to Lure Met Opera as Regulars

NEW YORK — A 3,000-seat concert hall was a key part of a \$25 million plan, recently unveiled by Birmingham, Ala., officials here last Wednesday (22). Birmingham hopes to enter the Metropolitan Opera Co. to return to that city during its annual spring tours for one-week stays.

The concert hall, which will house resident symphony, opera and ballet companies, and will be available for an expanded series of visiting groups. Most of the major American symphony events and conventions, a team under the sponsorship of the Birmingham Civic Club. The Birmingham Symphony, which plays an annual 10-week season, has been playing in an old Masonic Hall.

The Civic Center also will include a 14,000-seat coliseum for sports events and conventions, a 1,000-seat theater and a rectal hall, a 100,000-square-foot exhibition hall, meeting rooms, cafeteria and parking facilities.

Previous Met appearances were two-performance stays at

the 5,000-seat Municipal Auditorium. According to Birmingham officials, the first performance were all advance, sold out, but the Met preferred longer stopovers. Top houses for the tour—Metropolitan Opera Co. also were cited as indicating the high level of operatic interest in Birmingham.

The 30-year-old Birmingham Chamber Music Society will share the theater with the city with Birmingham's three theatrical organizations. The complex is slated for completion by 1970 with the opening in 1971 to coincide with the Birmingham Centennial celebration.

The plans were disclosed at a press conference attended by a 50-member Birmingham delegation. The representatives explained the center was part of an over-all beautification and cultural program for the city. The center is being developed by the Birmingham-Jefferson (County) Civic Center Authority and is largely financed through bonds authorized by the Alabama Legislature.

London Series Set

DAYTONA BEACH, Fla.—The London Symphony Orchestra will play a series of concerts at the Florida International Music Festival from July 28 to Aug. 21 under the musical direction of Colin Davis. Soloists will include cellist Janos Starker, pianist John Ogden (Angell), and Jaime Laredo (Columbia, RCA Victor). Aaron Copland will conduct the program of American works. Other conductors will be Davis and Richard Burgin.

PHOTO BY JAMES HARRIS FOR THE NEW YORK TIMES

'Solemnis' by Karajan Set

NEW YORK — Beethoven's "Missa Solemnis" on Deutsche Grammophon with Herbert von Karajan conducting the Berlin Philharmonic is scheduled for fall release by MGM Records, American distributor for Deutsche Grammophon. Soloists will be Gundula Janowitz, Christa Ludwig, Fritz Wunderlich and Walter Fries of the Vienna Singverein Chorus.

The pressing will be the second by von Karajan of the work, having previously recorded it for Angel with Miss Ludwig as one of the four soloists. An August release of von Karajan conducting the Berlin Philharmonic in Bartok's "Concerto for Orchestra" also will be a new version of a piece he previously waxed for Angel. Another release set with von Karajan and the Berlin Philharmonic is Richard Strauss' "Don Quixote," with cellist Pierre Fournier and violin Giusio Capponi.

Soyka Buys Site

STAFFORD SPRINGS, Conn.—Al Soyka, Musicor artist, has purchased the Palace Theater here for use as a recording studio with a natural sound echo. Soyka also operates his own studio in Somers, Conn. The new studio will begin operation this month.

ALBUM REVIEWS

GOSPEL

GOSPEL STYLES WITH PAUL RUTLER

Supreme SB 203 (S)

LOW PRICE CHILDREN'S

TOM TRUMB, FUN IN BOOTS AND OTHER GREAT STORIES
Various Artists. RCA Camden CAS 1666 (S)

INTERNATIONAL

GIUSEPPE DI STEFANO SINGS THE GREAT POPULAR ITALIAN SONGS
Philips PTEM 200-200 (KMI); PMS 600-209 (S)

THREE-STAR ALBUMS
The three-star rating indicates medium to elite sales potential within each record's category.

POPULAR

ON FIRE
Barclay-Kessel, Emerald EP 1301 (M)
SOMETHING OLD, SOMETHING NEW, SOMETHING EDISON—
LY. MONTE ELDU
Monte Blue Quartet. Art ALP 48 (S)
ROBERT ROBERT
Art ALP 43 (S)
"ROYAL RUCK" FROM ARNIE AND CHUCK
Art ALP 45 (S)
MADELINE
Art ALP (S)

CLASSICAL
SYMANOVSKY CONCERTO NO. 2 IN E FLAT MAJOR/SYMANOVSKY NO. 4 SYMANOVSKY CONCERTO
Philips Radio Grand Symphony Orch. (Philips) 201 201 (S)
W. A. MOZART
Orch. (Universal). RCA LM 10475 (M)

LOW PRICE CLASSICAL

IN A MAJOR BARREN
Stanley Brown's Late Ensemble. Nonesuch E 1100 (M); SF 100 (S)

INTERNATIONAL


THIS IS BULGARIA
Radio Sofia Philharmonic. Philips DBE 1015 (S)

SEEKING THE LOST

THE DAY THE PRESIDENT WAS KILLED
Robert E. Goodrich Jr. and Walter W. Elms
Art ALP (S)

JULY 2, 1966, BILLBOARD

BEST SELLING CLASSICAL LP's

This Week	Last Week	Title, Artist, Label & No.	Weeks on Chart	This Week	Last Week	Title, Artist, Label & No.	Weeks on Chart
	1	BERNSTEIN CONDUCTS IVES N. Y. Phil. (Bernstein), Col. ML 6243 (M); MS 6843 (S)	6	23	25	BIZET: CARMEN (3-12" LP) Celine, Eddy & Various Artists, Angel CLX 3650 (M); SCIX 3650 (S)	9
2	2	VERDI: DON CARLO (4-12" LP) Tebaldi, Bumbly, Lon. A 4432 (M); OSA 1432 (S)	13	24	15	RITUAL FIRE DANCE Phile. Orch. (Ormsandy), Col. ML 6223 (M); MS 6823 (S)	3
3	4	MAHLER: SYMPHONY NO. 4 IN C Cleveland, (Szell), Col. ML 6233 (M); MS 6833 (S)	13	25	28	TCHAIKOVSKY: CONCERTO NO. 1 Celine, RCA LM 2252 (M); LSC 2252 (S)	13
4	5	BRAMMS: LIEBESLIEDER WALTZES Shaw Chorale, RCA LM 2864 (M); LSC 2864 (S)	12	26	30	MOZART: SYMPHONIES NOS. 28 & 33 Cleveland, (Szell), Col. ML 6258 (M); MS 6858 (S)	4
5	6	MAHLER: SYMPHONY NO. 10 (2-12" LP) Phile. Orch. (Ormsandy), Col. MZL 335 (M); MZS 735 (S)	13	27	21	HOROWITZ AT CARNEGIE HALL—AN HISTORIC RETURN (2-12" LP)	13
6	11	BLESS THIS HOUSE Mormon Tab. Choir/Phile. Orch. (Ormsandy), Col. ML 6235 (M); MS 6835 (S)	13	28	38	BEETHOVEN: CONCERTO NO. 5 ("EMPEROR") & Gould/Amer. Symp. Orch. (Stokowski), Col. ML 6288 (M); MS 6888 (S)	2
7	3	PRESENTING MONTESERRAT CABELLE RCA LM 2862 (M); LSC 2862 (S)	13	29	19	REVERIE Phile. Orch. (Ormsandy), Col. ML 5975 (M); MS 6575 (S)	12
8	7	IVES: SYMPHONY NO. 4 Amer. Symp. Orch. (Stokowski), Col. ML 6175 (M); MS 6175 (S)	13	30	24	THE BAROQUE OBOE Gombarg/Col. Chamber Orch. (Ozawa), Col. ML 6232 (M); MS 6832 (S)	13
9	9	IVES: SYMPHONY NO. 1 Chicago Symp. Orch. (Gould), RCA LM-2893 (M); LSC 2893 (S)	13	31	23	LISZT: SONATA IN B MINOR/SCHUBERT: WANDERER-FANTASY Rubinstein, RCA LM 2871 (M); LSC 2871 (S)	8
10	10	NIELSEN: SYMPHONY NO. 3 Royal Danish Orch. (Bernstein), Col. ML 6169 (M); MS 6169 (S)	13	32	31	GERSHWIN: RHAPSODY IN BLUE/AMERICAN IN PARIS—Lon. Fest. Orch. (Black), Lon. (No Mono); SPC 21009 (S)	8
11	8	CHOPIN WALTZES Rubinstein, RCA LM 2726 (M); LSC 2726 (S)	13	33	33	PURCELL: MUSIC FOR THE THEATRE Beth. Fest. Orch. (Marinelli), Angel PB332 (M); S 3632 (S)	2
12	12	ZARZUELA ARIAS Cabeille, RCA LM 2894 (M); LSC 2894 (S)	4	34	30	MOZART: SYMPHONIES NOS. 28 & 33 New Philm. Orch. (Klemperer), Angel PB329 (M); S 3629 (S)	3
13	13	BRAMMS: DEUTSCHE VOLKSLIEDER (2-12" LP) Schwarzopf, Fisher-Dieskau & Moore, Angel B 3675 (M); SB 3675 (S)	8	35	32	PUCCHINI: LA BOHEME (2-12" LP) Freni, Eddy & Various Artists, Angel BL 3643 (M); SBL 3643 (S)	8
14	16	BAROQUE GUITAR Bream, RCA LM 2878 (M); LSC 2878 (S)	10	36	27	BRUCKNER: SYMPHONY NO. 9 IN D MINOR Vienna Philm. (Mahta), RCA MA 9462 (M); CS 6462 (S)	7
15	14	SOUVENIR OF A GOLDEN ERA (2-12" LP) Horne, Lon. A 4253 (M); OSA 1263 (S)	6	37	17	E. POWER BIGGS PLAYS MOZART—MUSIC FOR BOLD ORCAN Col. ML 6556 (M); MS 6856 (S)	2
16	20	MY FAVORITE CHOPIN Celine, RCA LM 2576 (M); LSC 2576 (S)	13	38	—	SCRIBNER: CUMBER RIVER Pearls, Shirley-Quirk, Lon. A 4156 (M); OSA 1156 (S)	1
17	18	BACH ON THE PEDAL HARPISCHORD Riggs, Col. ML 6204 (M); MS 6804 (S)	10	39	39	BARTOK: CONCERTO FOR ORCHESTRA Celine, (Szell), Col. ML 6215 (M); MS 6815 (S)	6
18	17	HOLIDAY FOR STRINGS Boston Symp. Orch. (Fiedler), RCA LM 2885 (M); LSC 2885 (S)	13	40	40	SONGS OF THE AUGHWEENE Moffa/Amer. Symp. Orch. (Stokowski), RCA LM 2795 (M); LSC 2795 (S)	1
19	22	MUSSORGSKY-STOKOVSKY: PICTURES AT AN EXHIBITION New Philm. Orch. (Stokowski), Lon. PM 55004 (M); SPC 21006 (S)	13				
20	34	MAHLER: SYMPHONY NO. 6 (2-12" LP) Boston Symp. Orch. (Leinhardt), RCA LM 7044 (M); LSC 7044 (S)	2				
21	15	RODRIGO: CONCIERTO DE ARANJUEZ/TEDESCO: CONCIERTO IN D Williams, Col. ML 6234 (M); MS 6834 (S)	13				
22	26	GERSHWIN: RHAPSODY IN BLUE N. Y. Phil. (Bernstein), Col. ML 5413 (M); MS 6091 (S)	13				

NEW ACTION LP's

No New Action

Classical LP's This Week

NEW ACTION LP's

No New Action
Classical LP's This Week

BEST SELLING SEMI-CLASSICAL LP's

This Week	Last Week	Title, Artist, Label & No.	Weeks on Chart
1.		THE "POPS" GOES COUNTRY—Chet Atkins/Boston Pops (Fiedler), RCA LM 2870 (M); LSC 2870 (S)	13
2.		BRAMMS: LIEBESLIEDER WALTZES—Shaw Chorale, RCA LM 2864 (M); LSC 2864 (S)	12
3.		BLESS THIS HOUSE—Mormon Tab. Choir/Phile. Orch. (Ormsandy), Col. ML 6235 (M); MS 6835 (S)	13
4.		BRAMMS: DEUTSCHE VOLKSLIEDER (2-12" LP)—Schwarzopf, Fisher-Dietau & Moore, Angel B 3675 (M); SB 3675 (S)	8
5.		HOLIDAY FOR STRINGS—Boston Pops (Fiedler), RCA LM 2885 (M); LSC 2885 (S)	13
6.		GERSHWIN: RHAPSODY IN BLUE—N. Y. Phil. (Bernstein), Col. ML 5413 (M); MS 6091 (S)	13
7.		REVERIE—Phile. Orch. (Ormsandy), Col. ML 5975 (M); MS 6575 (S)	12
8.		GERSHWIN: RHAPSODY IN BLUE/AMERICAN IN PARIS—Lon. Fest. Orch. (Black), Lon. (No Mono); SPC 21009 (S)	8
9.		NOCTURNE—Hollywood Bowl Symp. Orch. (Dragon), Capitol P 8363 (M); SP 8363 (S)	1
10.		MORE HIGHLIGHTS FROM AN EVENING AT THE "POPS"—Boston Pops (Fiedler), RCA LM 2862 (M); LSC 2862 (S)	1

Longhair Hypo on 3 Fronts

Continued from page 30

Montana, Oberlin College, University of Southern Illinois, San Diego State College, San Francisco State College, University of Cincinnati, Bowling Green State University, and Antioch College.

New Material

In addition to being a showcase to try out new groups, Kapp noted that Young Audiences can serve as a showcase for new

material. He explained that the organization's music library was available to all groups, but did not have to be purchased unless actually used. Composers have taken advantage of the library, which is available to 175 regular public performance outlets.

Kapp said the music used in student performances worked equally well for adults. He explained that the many ensembles did not "water down" their ma-

terial for the children. As an example, he cited one group which launched their programs with Webern. The explanations for children are designed to show them types of music and instruments through examples. Question periods are encouraged, with children frequently invited up to play with the visiting groups.

While the affiliated artists are mainly chamber and operatic groups, a folk recording group currently affiliated with the program is the Abbey Singers. There also is the possibility

of branching out into other performing areas. Other noted ensembles in the program are the American Brass Quintet, Camerata String Quartet, Gramercy String Quartet, Harp Trio of New York, Lark Wind Trio, and Capital University Woodwind Quintet.

The far-reaching program of Young Audiences should not only help develop the future classical customers for live and recorded performance, but continue to develop new classical talent and repertoire in its far-reaching program.



SPOTLIGHT SINGLES

Number of Singles Reviewed This Week, 121—Last Week, 154

*This record is predicted to reach the TOP 40 EASY LISTENING Chart.

POP SPOTLIGHTS

TOP 20 Spotlights—Predicted to reach the top 20 of the Hot 100 Chart

THE ROLLING STONES — MOTHER'S LITTLE HELPER (Prod. by Andrew Loog Oldham) (Writers Jagger-Richard) (Gideon, BMI)—In the vein of their No. 1 single, "Paint It Black," this dance-beat rouser should receive similar action. Flip: "Lady Jane" (Gideon, BMI). **London 902**

HERMAN'S HERMITS — THIS DOOR SWINGS BOTH WAYS (Prod. by Mickie Most) (Writers: Levitt-Thomas) (Blackwood, BMI)—Easy-go rocker with unique instrumental backing and exceptional group vocal will top their "Leaning On a Lamp Post." Flip: "For Love" (Henry VIII, ASCAP). **MGM 13548**

NANCY SINATRA — FRIDAY'S CHILD (Prod. by Lee Hazlewood) (Writer: Hazlewood) (Atlantic, BMI)—Thrice in a row for Miss Sinatra with this blues-based ballad penned by Hazlewood. Top vocal work with exciting production support. Flip: "Hutchinson Jail" (Atlantic, BMI). **Reprise 6491**

TOP 60 Spotlights—Predicted to reach the top 60 of the Hot 100 Chart

***MEL CARTER — YOU YOU YOU** (Prod. by Nick De Caro) (Writers: Mellin-Ollas) (Mellin, BMI)—Hot off his "Band of Gold" hit, Carter has a strong contender in this revival of the Ames Brothers' standard. Flip: "If You Lose Her" (Zelda Presents, BMI). **Imperial 66183**

ISLEY BROTHERS — I GUESS I'LL ALWAYS LOVE YOU (Prod. by Holland & Dozier) (Writers: Holland-Dozier) (Jobete, BMI)—Another charbuster for the writing-producing team of Holland & Dozier. With solid Detroit backing, the tune has more potential than their last outing, "Take Some Time Out For Love." Flip: "I Hear a Symphony" (Jobete, BMI). **Tamla 54135**

***RAMSEY LEWIS — WADE IN THE WATER** (Prod. by Esmond Edwards) (Writer: Lewis) (Russek, BMI) — **AIN'T THAT PECULIAR** (Prod. by Esmond Edwards) (Writers: Moore, Robinson, Rogers & Tardul) (Jobete, BMI)—Two-sided winner. Top is a Lewis composition in "The In Crowd" bag, while the flip is Ramsey's arrangement of the Marvin Gaye smash. **Cadet 5541**

***THE BRASS KING — LARA'S THEME** (Prod. by Phil Bodner) (Writer: Jarre) (Robbins, ASCAP)—Beautiful arrangement to replace the group's "Phoenix Love Theme." Easy-listening tune should get top turntable action. Flip: "Secret Love" (Kernick, ASCAP). **Dunhill 4036**

FREDDY CANNON — THE LAUGHING SONG (Prod. by Russ Regan) (Writers: Cannon-Regan) (Doncan, BMI)—Cannon's got a smash summer hit with this strong teen rocker to quickly replace his "Dedication Song" in the charts. Flip: "Natalie" (Caravalle, ASCAP). **Warner Bros. 5832**

CHART Spotlights—Predicted to reach the HOT 100 Chart

BROOK BROWN — Break Her Heart (See & Senday, BMI) **ACA VICTOR 8679**
MIKE DOUGLAS — The Permits of the Ride to Love (Evergreen, ASCAP) **EPIC 10041**
CARMEN MACRAE — Aimee (Parsons, ASCAP) **MAINSTREAM 94**
JOHNNY HARTSHORN — Heartburn (Keagor, BMI) **PARVARY 907**
JERRY MANN — Angelica (Screen Gems-Columbia, BMI) **CAPITOL 5695**
SANDRO SANTANA — Call Me (Duchess, BMI) **COLUMBIA 4596**
THE GREAT FOUR — Baby I Got Love (TM, AND, COLUMBIA 45711)
MOLLIE BEE — Now's the World Trembling (MGM, BMI) **MGM 13537**
GERTY BETHELMID — It's a Miracle (MGM, BMI) **MGM 13538**
JOHN HUNTER — I Can't Believe I'm Loving You (South Mountain, BMI) **MGM 13543**
WAYNE CASPER — I Never Will (Barton, BMI) **MGM 13537**
THE GREAT FOUR — Baby I Got Love (TM, AND, COLUMBIA 45711)
LITTA AND THE SAFARI — Walkin' Around (Canyon of N. Y., BMI) **COLUMBIA 45475**

THE BYRDS — 5 D (Fifth Dimension) (Prod. by Allen Sherman) (Writer: J. McGuinn) (Tickson, BMI)—Hot on the heels of "Eight Miles High" comes this off-beat lyric rocker with chart-topping potential. Flip: "Captain Soul" (Tickson, BMI). **Columbia 43702**

PLAYBOYS OF EDINBURGH — LOOK AT ME GIRL (Prod. by Carl & Williams) (Writer: Williams) (Pumper, BMI)—Exciting debut for the American group with the British sound. High-pitched, well-blended vocal and teen dance combined for a chart-busting number. Flip: "News Sure Travels Fast" (Pumper, BMI). **Columbia 43716**

JULIE MURRAY — COME SHARE THE GOOD TIMES WITH ME (Prod. by Joey Brooks) (Writer: Kennington) (Brooks, ASCAP)—New artist, new label and a new Top 20 sound in this catchy lyric ballad with all the ingredients of a commercial smash. Flip: "Time Is Running Out for Me" (Brooks, ASCAP). **Rainbow 500**

***TONY BENNETT — GEORGIA ROSE** (Prod. by Ernie Ashworth) (Writers: Sullivan-Flynn-Rosenthal) (Leo Fide, ASCAP)—Blues-oriented ballad with poignant lyric has lush string backing and top Bennett reading. Flip: "The Very Thought of You" (Witmark, ASCAP). **Columbia 43715**

***NAT KING COLE — LET ME TELL YOU, BABE** (Prod. by Gillette-Cavanaugh) (Writers: Sherman-Weiss) (Comet, ASCAP)—Exciting vocal by the late singer gets an up-dated dance beat production backing for a top commercial chart entry. Flip: "For the Want of a Kiss" (Jefferson, ASCAP). **Capitol 5683**

***JERRY VALE — IT'LL TAKE A LITTLE TIME** (Prod. by Mike Bernicker) (Writers: Topper-Bonnett) (Leeds, ASCAP)—Country-oriented production and fine vocal interpretation combine for a top-of-the-chart contender. Flip: "Palermo" (Rivale, ASCAP). **Columbia 43696**

DO'S AND THE DONT'S — I WONDER IF SHE LOVES EM (Prod. by Stu Black) (Writer: Booth) (Terrace—Recall George, ASCAP)—No newcomer to the rock and roll scene, the group has a hot single sure to score high in the teen-age market. Flip: "Our Love May Not Live Again" (Jester, ASCAP). **Red-100-872**

McGOWAN BOYS — DADDY I'VE TRIED (Prod. by Jerry Ragovoy) (Writer: Lapham) (Glenn-Ragmar, BMI)—Making their disk debut, the group has an impressive folk-rock single with excellent instrumental accompaniment. Flip: "So Well Remembered" (Glenn-Ragmar, BMI). **Warner Bros. 5829**

MAUREEN TOSMAN — Gypsy Girl (Audion, ASCAP) **AUDIO FIDELITY 157**
RUSS HADGOLD — Tobacco Road (Columbia, BMI) **MERCURY 40**
YOUNGLOOLD TOMMY — Can You Spell (Keep An) Round & Tender Tunes, Tunes, BMI) **VINT 1014**
ANNE-MARIE — Baby (Barclay, BMI) **MGM 13534**
ENZO — ENZO — I'm Not the Marrying Kind (Chappell, ASCAP) **COLUMBIA 4549**
JOHN CRISTOPHER — Railroad Tracks (Lowery, BMI) **LIBERTY 5549**
ART & KNIGHT — Say Something (Saford, BMI) **COLUMBIA 4549**
TIM RAGGINS — Don't Make Promises (Fidelity, BMI) **VEVEE FOLKWAYS 5017**
DEBBY BELLING — And the Rich Ride—Money Isn't Everything (Rocam, ASCAP) **ACA VICTOR 862**
NICH AND THE MIGHTY — Escape From Cuba (South Mountain, BMI) **ABC 10021**

COUNTRY SPOTLIGHTS

TOP 10 Spotlights—Predicted to reach the top 10 of the HOT COUNTRY SINGLES Chart

JEAN SHEPARD — IF TEARDROPS WERE SILVER (Prod. by Marvin Hughes) (Writer: Wayne) (Tree, BMI)—Another love-weeper to add to the long list of Miss Shepard's hits. The Don Wayne ballad will quickly top her "Many Happy Hangovers to You" (Screen Gems-Columbia, BMI). **Capitol 5681**

HARDEN TRIO — LITTLE BOY WALK LIKE A MAN (Prod. by Law & Jones) (Central Songs, BMI)—With "Tipping Toeing" slipping down the country chart, comes this bouncy, lyric number to replace it. Top pop potential too. Flip: "Dear Brother" (Seashell, BMI). **Columbia 43710**

STU PHILLIPS — THE GREAT EL TIGRE (Prod. by Chet Atkins) (Writer: Cohen) (Delmore, ASCAP)—More Tex-Mex flavored sounds from Phillips in this easy-listening ballad in the vein of his "Bracero." Flip: "Another Day Has Gone" (Acuff-Rose, BMI). **RCA Victor 8868**

MELBA MONTGOMERY — MY TINY MUSIC BOX (Prod. by Pappy Daily) (Writer: E. Montgomery) (Glad, BMI)—Exceptional vocal work by the songstress on this ballad with sad lyric line. Flip: "He's Out There With Her Somewhere" (Blue Crest, BMI). **Muscor 1182**

CHART Spotlights—Predicted to reach the HOT COUNTRY SINGLES Chart

PORTER WAGONER — I Dreamed I Saw America on Her Knees (Wardner, BMI) **ACA VICTOR 8682**
WEBB PIERCE — A Love (Columbia, BMI) **DECCA 31982**
ELTON BRIT — I Just Happened That Way (Pronar, BMI) **ABC 10819**
GEORGE JONES — Don't Quit Your Pickin' (Rip-Rock & Jack, BMI) **UNITED STATES 5014**
SLIM WHITMAN — Remember You (Parson, ASCAP) **IMPERIAL 64181**
ERNIE ASHWORTH — Al Essi Hoss (Acuff-Rose, BMI) **NICKORY 1400**
KENNY PRICE — Walking on New Grass (Parson, BMI) **ROCKE 1042**

R&B SPOTLIGHTS

TOP 10 Spotlights—Predicted to reach the TOP SELLING RHYTHM & BLUES SINGLES Chart

GARNET MIMMS — IT'S BEEN SUCH A LONG WAY HOME (Prod. by Jerry Ragovoy) (Writers: Shuman-Ragovoy) (Rittenhouse-Rumbalera, BMI)—Just off the charts with his hit, "It'll Take Good Care of You," Mimms will quickly repeat with this wailer. Flip: "Thinkin'" (Rittenhouse-Blackwood, BMI). **Veep 1232**

BILLY STEWART — TO LOVE TO LOVE (Prod. by Billy Davis) (Writer: Nicholas) (Chevis, BMI) — **SUMMERTIME** (Prod. by Billy Davis) (Writers: Gershwin-Heyward) (Gershwin, ASCAP)—Top side has the style of his smash, "Sittin' in the Park." Flip is a wild treatment of Gershwin's classic with strong pop potential. **Chees 14257**

JOHN FRED — DOING THE BEST I CAN (Prod. by Ours & Vetter) (Writer: Vetter) (Su-Ma, BMI)—Slow paced opening builds into a wailing rocker for a chartbusting entry. Flip: "Leave Her Never" (Su-Ma, BMI). **Paula 244**

CHART Spotlights—Predicted to reach the R&B SINGLES Chart

JERRY BUTLER — Love (De, New South 13) (Overcross, BMI) **Mercury 7232**
TED TAYLOR — My Wheel (Barton, BMI) **ORION 7252**
BOBBY FOWELL — I'm Gonna Leave You (Su-Ma-Mindson, BMI) **WHIT 716**

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— DISTRIBUTED THROUGH —

VALIANT RECORDS

Baldwin Buys Boulder, Colorado, Banjo Firm

Baldwin Co., 104-year-old music instrument firm, has purchased the Ode Co., banjo manufacturer in Boulder, Colo., it was announced last week.

Baldwin, traditionally associated with keyboard instruments, has branched out in recent years to guitars, amplifiers, combo organs, and now banjos.

"With the addition of banjos to the Baldwin instrument line," said the firm's president, Lucien Wulkin, "we are able to offer our dealer organization an even more comprehensive selection of quality products to meet the varied demands of the modern market for musical instruments."

Banjo production will be continued at the Ode plant in Boulder under the present staff. Charles Osgbury, Ode president and founder of the firm, will supervise manufacturing during a transition period. He will continue to be associated with Baldwin.

win in the future as a consultant for the design and production of banjos.

To be marketed under the Baldwin brand name, the banjos will be distributed through the firm's Guitar Division.

Baldwin expects to introduce a complete line of banjos incorporating many of the designs developed by Osgbury. Included are the Style 2 with the aluminum rim and the Styles B and D of traditional construction with a maple rim and brass tone ring. Each style will be available as a spectrum banjo, a standard 5-string banjo, a long neck or folk 5-string banjo, and a tenor banjo.

New Panasonic Line Introduced At N.Y. Showing

NEW YORK — The 1967 line of Panasonic radios, phonographs, and tape recorders was introduced here last week to dealers and sales representatives of Matsushita Electric Corp. of America.

Highlights of the line include four new low-priced FM/AM portable radios and three low-priced FM/AM portable radios. Two portable phonograph and AM radio combinations were shown, one for \$39.95 the other for \$49.95. A pair of models combining portable phonograph with FM/AM radio were list-priced at \$79.95 and \$129.95. One portable phonograph model listing for \$29.95 was also introduced.

Five new models of tape recorders, including a CARTRIDGE type, were featured for the first time. Two mono AC versions, retailing for \$79.95 and \$129.95, and a combination AC-battery unit priced at \$79.95 were the conventional entries in the tape field. The brand-new cartridge player, which uses a Philips system, is a mono model and sells for \$79.95. A stereo reel-to-reel unit, which uses the tape, was at the top of the tape line carrying a list price of \$349.95.

Matsushita Electric Corp. of



ATTENDING RCA OPEN HOUSE last week at the firm's record distribution branch located in Des Plaines, Ill., were four leading Chicagoan record dealers. From left to right are Andy Andersen of Andersen Record Center, Joe Cledis of Norman One-Stop, Al Tennemar of Little Al's stores and John Kovacic of Polo Brothers record department. The open house, arranged by RCA's Irv Brusso, featured the firm's new home entertainment products exhibit.

NAMM Plans Seminar On Entertainment Sales

turers and two retailers will participate in a special home entertainment products seminar on Monday, July 11. The feature, entitled "How Music Stores Sell Home Entertainment," will be discussed by Fred Goldstein of KLIH Research and Development, William F. Mulcahy of TelePro Industries, and retailers Jack Raymond from Kansas City and Edward J. Horstman from LaGrange, Ill.

Mulcahy's presence on the forum is especially significant. He is president of TelePro, one of the nation's leading manufacturers involved in the booming tape CARTRIDGE field. His subject will be "The Future in Tape."

Goldstein, national sales man-

ager of KLIH, will talk on "Effects of Components on Today's Console Radio Phonograph Sales." Raymond, electronic merchandise manager of Jenkins Music Co., will speak on "Key Decisions in Marketing Home Entertainment Products." Horstman, president of LaGrange Television and Organ Co., will discuss the value of "Using Clyde Bedell Advertising Principles in a Competitive Urban Area."

Horstman's talk will cover the newly introduced "Total Selling Service—Music," a volume of advertising and selling principles and guides prepared by Bedell which will be introduced to NAMM members at the Music Show.

Chairman of the session, which will include a question and answer period after the talks, will be Tanner S. Childer, executive vice-president of Aeolian Co. of Missouri, which operates three music stores in the St. Louis area.

"We anticipate that the home entertainment sessions at the Music Show will spotlight a very important segment of retailing for music merchants," said Childer, "and also will help provide marketing insights to all the other retail outlets which sell consumer electronics brown goods, ranging from giant department stores to small appliance outlets."

The seminar has been scheduled by the NAMM as part of its continuing concern in co-ordination of all phases of the music and home entertainment

Holiday Stars Helping Sales

CHICAGO — Frank Fried's holiday concert series that helped steam up dealers' sales here last season also proved profitable for Fried's Triangle Productions. Gross for the year ending July 1 will be \$1,700,000, which, according to Fried, is a cool \$700,000 better than the year before.

"We're now banking on our annual 'Summer of Stars' series," Fried said. "We learned last year that the concept is good. We expect this year's series to help us gross at least 10 per cent more for the year. We now do half our business in the summer."

Fried books talent for his summer series much like the dealer stocks inventory. He reads the Billboard charts. And, like the retailer, he relies on his experience regarding a given artist's pulling power.

An indirect tip to dealers in the Chicago market may be the fact that, according to Fried, the Tony Bennett/Woody Herman concert which kicked off the series June 24 is sold out, as are three Andy Williams/Henry Mancini shows over July 22-23.

A high percentage of the 26 acts booked for the summer are Columbia artists, and Triangle will tie in with Columbia on some advertising.

Some of the major acts due in the series are Paul Revere and the Raiders, Rolling Stones, Beachboys, Byrds, Beatles, Peter Nero, Bobby Day, Chad Mitchell, New Christy Minstrels and Peter, Paul & Mary.

Fried said he'll announce his annual fall music series June 24.

He said he hopes to begin experimenting in the fall with some international artists in Chicago concert arenas, such as Phillips' Jacques Brel, poet laureate of Paris.

business to provide the maximum in guidance and service not only to its members but also to the many thousands of retailers in affiliated fields who attend the Music Show each year," added Childer.



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Scanning The News

Sylvania Electric Products, Inc. reported recently that actual orders for new home entertainment products taken at its recent national dealers and distributors convention were 108 per cent greater than a year ago. Sylvania, a subsidiary of General Telephone and Electronics Corp., said that console stereo orders more than tripled over the year's conventional orders.

Exhibitors of the 34th Independent Housewares Mass Merchandise Exhibit, which will be held in Chicago the same week as the Music Show, are reported to be in a strong position in the suburban markets stronger than ever this year. Purchasing power of the key market area, they feel, appears to be well over the \$10 billion annual figure that has been claimed recently. It is too late for the teen-agers' influence on home and family buyers is a vital marketing consideration.

W. M. Kober, Inc., world's leading maker of harmonicas, will show its newest model in the harmonica field at NAMM's Music Show. The instrument is called the "Blues Harp" and is the first harmonica designed especially for the uniquely American blues harmonic style.

Zenith Radio Corp. recently honored 17 veteran distributors at a Chicago sales convention. The firms receiving awards have handled the Chicago manufacturer's home entertainment products for a total of 475 years.

A Catholic priest, Father J. L. de Lima, and a Rabbi, Shomo Carlebach, were two of the chief spokesmen at the recent International Guitar Festival at Lake Geneva, Wis. The men, both accomplished guitarists, talked of the instrument's place in religion.

The player plans is apparently making a comeback, and finding a place in the rock 'n' roll age. Aeolian Music Rolls Co. is reportedly selling a quarter of a million playing rolls a year, marketing strongly overseas, and introducing special LP as well as teen music rolls.

Burt Deverich, vice-president and manager, general business division of Craig Panoramia, Inc., resigned from his post last week. He had been a top executive with the company since its founding in 1957.

Packard-Bell Electronics Corp. recently opened its first factory service center outside the West. The branch, located in a west Chicago suburb, is headed by George Gleich, who has been managing the firm's Denver and Phoenix service branches during its 12 years with the company.

P. AUL ZAKARAS



PEPSI-COLA BOTTLING CO. has contracted the New Folk Trio (above) to make about 50 appearances at schools and colleges during 1966. The promotional tie-in with the folk-jazz trio is being used to introduce the soft drink firm's new youth-appeal beverage called Mountain Dew.

Olympic Bows New Products

NEW YORK—Olympic radio and television division of Lear Siegler, Inc., introduced six new hi-stereo products for 1967 here last week.

The entire Olympic line, including eight recently introduced models, was shown to distributors, branch and regional managers at the Summit Hotel. The models, said Morton M. Schwartz, president of Olympic Sales Corp., "have been designed with an eye toward quality and appearance and include a host of new features."

CLASSIFIED MART

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HALLOWEEN! It has scared off a lot of operators as far as special merchandising is concerned. But perhaps the holiday can be made to pay off for the bulk vending businessman. (See adjoining story.)

Halloween Merchandising—Will It Help or Haunt You?

CHICAGO—Many operators have been spooked by Halloween merchandise—any seasonal or holiday merchandise, for that matter. The drawbacks are obvious to anyone remotely associated with bulk vending. At the same time, however, some bulk businessmen have had measured success vending "adaptable" holiday merchandise. Many will be doing so this Halloween.

First: the drawbacks. One is the brevity of the sales period. For most operators it is shorter than the span of time between service calls. This means that if the Halloween sales period is

two weeks long—and many feel that this is the maximum—merchandise in the machines before and after that fortnight period will remain untouched. It is a foregone conclusion that the item or mix will die the day after Halloween.

Substitutes
Another drawback is related to substitute items for bona fide holiday merchandise—"adaptable" items, if you will. Business veterans caution that substitutes should be selected with care lest the buyer detect "Halloween" merchandise that is really not and complain to the location personnel. This makes for regrettable customer relations. "Slapping a Halloween display front on a machine won't make the contents seasonal merchandise any more. Perhaps that was possible once. Today the kids—and we're getting more and more teenage customers—are discriminating and quality-minded."

Now: the advantages. One, of course, is lying in with the extensive promotion by over-the-counter candy suppliers. Candy and trinket buyers are Halloween-conscious during the season and the bulk operator can conceivably reap side-effect sales benefits. Here are some of the over-the-counter confection specialties, for example, to be offered this Halloween:

Ludens will offer a special

Halloween-wrapped "bag of bars" and other specially wrapped candies. The firm is also preparing special chocolate-marshmallow witchies and is offering to dealers a Halloween display kit including a pole header, wrap-around and widow banners.

Suntline, Inc., is offering its miniature candy in 50-pack poly bags with display cases of Halloween design.

Tootsie Roll Industries tested a Halloween pack last year and will offer it optionally this year. The bags have removable header cards.

Topps Chewing Gum is going all out with such gimmicks as door-knocker bags for Halloween trick-or-treaters, door-knocker boxes, Loot Bags, Bazooka bubble gum with illustrations of kids in Halloween costumes, and various other Halloween bubble-gum offerings.

This confection push is more than matched by the toy makers. The question of exactly how to capitalize on the Halloween mood troubles many operators. The extent and means of such merchandising is, of course, dictated by a variety of factors inherent in the individual operation. General guidelines, however, may be found in one man's method.

John Adams, Diamond Vending
(Continued on page 58)

MANDELL GUARANTEED USED MACHINES

N.W. Model 46, 16 or 22... \$14.00
N.W. Model 17, 24 or 30... \$12.00
N.W. Model 18, 24 or 30... \$12.00
Atlas 16, 24 or 30... \$12.00
Atlas 18, 24 or 30... \$12.00

MERCHANDISE & SUPPLIES

Pineapple, Pear, Jumbo Gum... \$.75
Pineapple, Pear, Jumbo Gum... \$.75
Pineapple, Pear, Jumbo Gum... \$.75
Pineapple, Pear, Jumbo Gum... \$.75
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New Booklet Touts Candy As Good Tension Reliever

CHICAGO—The fourth pamphlet in an educational literature series from the National Confectioners Association is available. Entitled "How to Relieve Tension With a Candy Break," the booklet suggests that no matter what the work, the typical worker will have a physical slump at the following times during the day:

About 11 a.m., or just before lunch, the worker's blood sugar level drops due to fatigue. Candy corrects this problem im-

mediately, tiding the worker over until lunch time.

About 4 p.m., or just before quitting time, a piece of candy will relieve tension and reestablish a good off a head—possibly preventing an industrial accident.

Candy Break

Between 5 and 6 p.m., as the worker travels home, a candy break will forestall the hunger pangs that make him irritable as he drives or rides and cranky while walking home.

And anytime between 8 p.m. and midnight, while reading, studying, writing checks to pay bills, etc., anybody can use the lift derived from a candy break, the booklet declares.

It states that industry is discovering that candy is a new ally in the fight for efficiency. It follows that in-plant locations of candy vending machines will increase.

Tonic

The book also notes that personnel managers and safety directors recognize the dollars and cents value of a candy break in its role as a morale builder and refreshment tonic. It is said that candy-broken workers return to their tasks more alert and satisfied.

It is also reported that many business firms are now making candy available in their reception rooms, making visitors feel welcome.

The new booklet will be distributed to the public free of charge by NCA members in supermarkets, at retail candy counters, and at vending machine sites.

NORTHWESTERN

Model 60 Bulk-Pak

Will not rust or jam because of specially designed wheel and housing. Holds 1,000 individually wrapped FLEER'S BUBBLE BUBBLE TAB GUM.

The most popular in bubble gum. Wraps include comics, fortunes and premium redemption.

Bulk loading.
WRITE, WIRE OR PHONE
PARKWAY MACHINE CORP.
715 Essex St. Baltimore 2, Md.

NEW VICTOR 77

GUM & CAPSULE VENDORS

A REAL SALES STIMULATOR IN ANY LOCATION. Beautiful eye-catching design. Makes merchandise convenient, interchangeable, while merchant displays. Vends 100 count gum, V-1 and V-2 capsules. Available with 16, 24, 30, 36 or 48 coin mechanism. Removable cash box for easy collecting. Large capacity: holds 1500 100 count V-1's. 575 V-2's. 750 V-1 capsules and 80 V-2 capsules.

PRICE \$39.00 each with chrome front

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Phone: WA 2-9300

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Wire or phone your order to the closest Northwestern distributor.

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VICTOR
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For Ball Gum and Churns.
Also available for Peanuts and Bulk Candies.
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MEMBER NATIONAL VENDING MACHINE DISTRIBUTORS, Inc.

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SALES AND SERVICE CO.
MOE MANDELL
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LOngore 4-6467

See You Saw It in Billboard
JULY 2, 1966, BILLBOARD

Northwestern CORPORATION
8024 ARDENWOOD CT., MORGAN, ILL.
PHONE: WHITNEY 2-1240

Pros, Cons of Halloween Mdse.

Continued from page 57

ing and Supply Co., Oklahoma City, buys no frontal and three special mixes every month anyway. Adams reports, "so come

"Halloween, this is no special problem for us," Adams, it may be noted, has nothing against the excellent supply material prepared by stockists. He uses it. But he has some rather good ideas of his own. Most good operators do.

Spookiness

"By-using what he calls 'stable items' for this holiday merchandising, Adams avoids the financial perils by stocking strictly seasonal items. He says that currently there are a number of items from standard suppliers that may be adapted to Halloween.

We went to the suppliers to find what items they felt filled the bill so far as spookiness is concerned. The following list is not complete, but it gives some idea of the selection:

MacMan Enterprises has a "bat" mask which qualifies nicely as a Halloween mask. (And there are a number of other "bat" items around that have a Halloween flavor.)

Karl Guggenheim has such adaptable items as TV Monster Faces, Bugaboos and Skeleton in a Coffin. Eppy Charms' vast array of bug items is their Horrible Scary lends itself to the scary season. Some 60 items are included.

Penny King has such candidates as a Vinyl Skeleton, Jointed Skeleton, Big Skull With Squeaky Jaw (dime), Skull With Movable Jaw (nickel) and skulls and skeletons for penny vending.

Perhaps Halloween merchandise isn't for everybody. Not even "adaptable" items. As DuWayne Lohrke of Futura Vending, St. Paul puts it: "Two hours and Halloween sales are over. We don't bother with it." And perhaps the seasonal items are only for quick-emptying-machine locations. But possibly a modest amount of Halloween merchandising will pay off for you this year.

The Iron Cross Debate Goes On

Two weeks ago we opened these pages to discussion of the controversial Surfers Medal (or Iron Cross) type charm item. Comment has been coming in hard and fast. Here are the opinions, pro and con, of two more industry figures.—Ed.

The following is excerpted from a letter written by Bernard Greenberg, president, MacMan Enterprises Corp. of Oceanside, N.Y.

Sirs: You have recently run several articles regarding the Surfers Medal. Included have been some statements we feel are rather unkind to me, namely (1) "The surfers who wear the Iron Cross wear it as a symbol of revolt against law and order"; and (2) "To highlight machines with an item like the Iron Cross to appeal to substandard surfers would be a disaster."

We do not see how you can classify a person who owns a surfboard or those who indulge in the sport of surfing as "sub-standard" citizens. A surfboard aside from the skill of surfing, runs into a considerable sum of money. Surfing today is included in every large city that can boast an ocean front.

We are enclosing a photo copy taken from the Public Library which will show that the Distinction Cross of Great Britain, Distinguished Service Cross—Great Britain, Order of Orange-Nassau—The Netherlands, Order of Merit—Great Britain, all bear a strong resemblance to the Iron Cross. Would critics have the recipients of all these medals, which we are sure of some of our own servicemen received during World War II, return them as being anti-American?

Included in the first ten highest decorations of the U. S. armed forces are the Navy Cross and the Army & Navy Distinguished Flying Cross, both of which are connotations of the Iron Cross. Are those American servicemen who received either of these medals to return them? Or, are we to say, as some have said, "The Iron Cross by any

other name smells just as high."

If you will also take note, your local newspaper, whenever a tragedy such as an air crash or auto accident occurs, indicates the impact point with a dark black cross. Said cross is exactly the Iron Cross. Are newspapers, then, practicing anti-American thoughts?

The Volunteer Fire Departments in various cities throughout the country use the Iron Cross as their symbol. Should they also change their emblem?

We feel that the stand of critics of the Iron Cross as a bulk vending item is narrow minded and only tends to put further meaning into that which does not exist.

Fortunately, we live in a free country, and people have the choice to decide for themselves whether or not to buy an item. (Signed.)

The following, taking the opposite view, was written by Paul A. Price, president, Paul A. Price Co., Inc., Roslyn, L. I., N. Y. Here are excerpts from the letter:

Gentlemen: As soon as we realized that we were putting dollars ahead of principle, we took steps to withdraw the Iron Cross from our line.

We had already received the tools and dies from our tool-maker, and without ever having molded a single piece, we ordered their destruction.

The writer served over three years in the United States Army during World War II, and now feels strongly that to have been a party to the distribution of this item to our many customers throughout the country would have opened up wounds that have taken over 20 years to heal. As the item undoubtedly would have been brought into countless homes, it could have caused much unintended grief.

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Full of built-in advantages for longer life and greater profits.

C. W. (Red) Hitchcock, President

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PHONE (813) 262-1000
(Distributor areas available throughout the world.)

We congratulate those who took the lead in publicizing this matter. Extensive adoption of this item would have set back the bulk vending industry's reputation for giving young Americans articles of good, wholesome quality and play value. (Signed)

What's your opinion? Air it in a letter to Bulk Vending Editor, Billboard Magazine, 1185 West Randolph Street, Chicago, Ill. 60601.

NORTHWESTERN Model 60 Bulk-Pak

Will not skip or jam because of specially designed wheel and housing. Holds 1,000 individually wrapped FLEERS DUBBLE BUBBLE TAB GUM.

the most popular in bubble gum. Wrappers include comics, fortunes and premium redemption.

Bulk leading. BIRMINGHAM VENDING COMPANY
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For customerability, durability & sales appeal get the best tool for your business. "HARRY" is the answer.

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NEW VICTOR 77 GUM & CAPSULE VENDORS

A REAL SALES STIMULATOR IN ANY LOCATION

Beautiful eye-catching design. Makes merchandise presentation irresistible. Complete interchangeable display.

Vends 10¢, 15¢, 20¢, 25¢, 30¢, 35¢, 40¢, 45¢, 50¢, 55¢, 60¢, 65¢, 70¢, 75¢, 80¢, 85¢, 90¢, 95¢, 1.00, 1.05, 1.10, 1.15, 1.20, 1.25, 1.30, 1.35, 1.40, 1.45, 1.50, 1.55, 1.60, 1.65, 1.70, 1.75, 1.80, 1.85, 1.90, 1.95, 2.00, 2.05, 2.10, 2.15, 2.20, 2.25, 2.30, 2.35, 2.40, 2.45, 2.50, 2.55, 2.60, 2.65, 2.70, 2.75, 2.80, 2.85, 2.90, 2.95, 3.00, 3.05, 3.10, 3.15, 3.20, 3.25, 3.30, 3.35, 3.40, 3.45, 3.50, 3.55, 3.60, 3.65, 3.70, 3.75, 3.80, 3.85, 3.90, 3.95, 4.00, 4.05, 4.10, 4.15, 4.20, 4.25, 4.30, 4.35, 4.40, 4.45, 4.50, 4.55, 4.60, 4.65, 4.70, 4.75, 4.80, 4.85, 4.90, 4.95, 5.00, 5.05, 5.10, 5.15, 5.20, 5.25, 5.30, 5.35, 5.40, 5.45, 5.50, 5.55, 5.60, 5.65, 5.70, 5.75, 5.80, 5.85, 5.90, 5.95, 6.00, 6.05, 6.10, 6.15, 6.20, 6.25, 6.30, 6.35, 6.40, 6.45, 6.50, 6.55, 6.60, 6.65, 6.70, 6.75, 6.80, 6.85, 6.90, 6.95, 7.00, 7.05, 7.10, 7.15, 7.20, 7.25, 7.30, 7.35, 7.40, 7.45, 7.50, 7.55, 7.60, 7.65, 7.70, 7.75, 7.80, 7.85, 7.90, 7.95, 8.00, 8.05, 8.10, 8.15, 8.20, 8.25, 8.30, 8.35, 8.40, 8.45, 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COIN MACHINE news

MO'Y Mulls Tax Action

By HANK FOX

NEW YORK—More than 80 members and non-members attended a special dinner-meeting of the Music Operators of New York Thursday (16) to discuss plans of action against the imposition of a sales tax on coin machines in New York State.

Millie McCarthy, president of the New York Coin Machine Association, told the operators of a test case now in progress in Albany. In the proceedings, the plaintiff, Bathrick Enterprises, Inc., a Lockport, N. Y., operator, seeks to obtain a declaratory judgment from the court, ruling that jukeboxes and games are not subject to the New York State sales tax.

A lower court has ruled that coin machine use involves granting a license to a customer for a consideration. The court interpretation means that when a patron deposits a coin in a jukebox or game he is given a license to use that machine. This license is subject to collection of the sales tax if more than 10 cents per play is charged.

In New York City, where a sales tax has existed for many years, coin operators are exempt.

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MILLIE MCCARTHY: "I'm for fighting to the bitter end."



TEDDY BLATT: Set aside the tax money just in case.

L. A. Hikes Machine Gross Tax, Ignores Cigarettes

By BRUCE WEBER

LOS ANGELES — If Cigarette vendors here won a reprieve as the Los Angeles city council, in a surprising action, vetoed a recommendation by the Revenue and Taxation Committee to hike the tax rate on cigarettes.

But coin machine operators working within the Los Angeles city limits were slapped with a gross receipts business tax hike of 25 per cent.

The city council ignored the proposed 2-cent tax increase on each package of cigarettes and instead concentrated on boosting the business license tax.

John D. Kelly, executive director of the California Association of Candy and Tobacco Vending Distributors, was jubilant after learning of the city council decision not to tax the tobacco and vending industry. "The action by the city council will give not only the vending industry an opportunity to grow," Kelly said, "but will signal additional revenue for the city through the tobacco and retailing market."

Vending operators contacted after the city council's decision agreed an increase in vendored cigarette prices is now not likely. Prior to the veto, however, vending operators had been talk-

ing of boosting the price of cigarettes in machines from 35 to 40 cents. The proposed cigarette tax hike lost by 10-2.

Coin machine operators, however, earned a partial reprieve when the city council vetoed to levy a 25 per cent tax hike instead of the originally planned 50 per cent increase. The vote was 10-5.

The gross receipts tax hike would impose a levy on total gross receipts from each machine at each location. Prior to this the city was taxing coin machine operators only on gross receipts shown on the operators' books, not the entire amount.

Councilmen Gilbert W. Lindsay and John S. Gibson objected to the business tax increase, claiming it would drive operators out of the city, curb expansion and discourage new locations within the city limits.

Frankie Randall On Color-Sonics

LOS ANGELES — Singer Frankie Randall will film two Color-Sonic vinyl jukebox song productions at Paramount Studios. Ralph Riskin will produce the two films which will be directed and choreographed by Bob Baker.

OFFICERS AND DIRECTORS of the Wisconsin Music Merchants Association pose following election meeting at the Wisconsin Delis. Seated are vice-president Lou Glass (left) of Madison and president Clinton Pierce of Brookfield, long-time top officer of the organization. In back row, from left, are directors Russ Dougherty, Wisconsin Rapids; Dewey Wright, Wausau; Jim Stansfield, LaCrosse; Sam Hastings, Milwaukee, and Roger Boockmeier, Green Bay. (See other pictures this issue.)

Clint Pierce Is Re-Elected Wisconsin Assn. President

LAKE DELTON, Wis.—Brookfield business and political leader Clinton Pierce of C. S. Pierce Music Co., was elected to another term as president of the Wisconsin Music Merchants Association at the organization's meeting here June 19.

Lou Glass, Modern Specialty Co., Madison, was elected vice-president. Directors elected at the meeting were Sam Hastings, Hastings Distributing Co., Milwaukee, who is president of the Milwaukee operators association; Roger Boockmeier, Green Bay; Jim Stansfield, La Crosse; Dewey Wright, Wausau; and Russ Dougherty, Wisconsin Rapids.

The only vote against the Pierce election was cast by Pierce himself.

No election for the posts of secretary or treasurer was required, for the association employs a man for both jobs.

Pierce is also active in national association matters. He has served as president of the Music Operators of America and is currently an MOA vice-president.

Guest speakers at WMMA meeting here were MOA board

chairman Lou Casola of Rockford, Ill.; Fred Granger of Chicago, MOA executive vice-president, and Les Montooth of Peoria, Ill., MOA vice-president.

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EDITORIAL

Los Angeles Loss

Los Angeles coin machine operators appear to have lost their battle to fend off the city's increase in the coin machine gross receipts tax, but the city, we believe, could sustain the real loss. The 25 per cent hike in the levy, coupled with application to gross receipts before commission payment rather than after, is indicative of gross income, not of the business of locating and operating coin machines. This despite concerted efforts by California Music Merchants Association officials to acquaint council members with the industry position. We found the CMMMA for its aggressive opposition role and suggest that because its advice was ignored, the anticipated revenue increase may not be realized. The reason was aptly explained by councilmen Gilbert W. Lindsay and John S. Gibson, who cast two of the five dissenting votes on the issue. The tax increase, they said, would drive operators out of the city and curb industry growth. Exorbitant taxes are poor revenue producers.

'CAN DO' SERIES

What TO DO ABOUT Location-Owned Machines

With what borders on grim resignation, the business is living with a number of profit-shaking problems. Casting pessimism aside, we concur here a series of "can do" articles directed at the biggest "can't do" bugaboo in the business. Every article is "don't miss" reading for every operator.—Ed.

By S. JOHN INSALATA

A perennial problem seems to be worsening. Growing complaints from operators all over the country coupled with recent exposes of "blue-sky" operators selling cigar machines to locations in certain communities are strong indicators that the age-old matter of the location-owned machine is a serious problem rather than a periodic nuisance.

Over the years, this problem, which operators view as the "Black Plague" of the business, spreading through an area causing bad will and lost profits with no apparent cure, has been considered "small potatoes" by many—but not by the operator who has been hit by the practice.

Little has been said or published on subject of location-owned machines. Trade associations largely steer clear of the topic in the mistaken belief that any discussion of the problem places them in an extremely legally sensitive area. This is not true. Occasionally, the trade press or a machine manufacturer publishes some helpful information on the subject. But no organized

and consistent program of gathering and disseminating information on what an operator can do—both legally and successfully—to curb these deceitful and dangerous promotions exists in any element of the coin machine industry. But the problem is no longer "small potatoes." For example, industry sources report that 470 location-owned cigar vending machines were located in the State of Michigan in 1954; that the number had swelled to 2,377 last year. This is a fivefold increase in location-owned cigar machines in about a decade—in just one State!

What's wrong with location-owned machines?

There is nothing legally "wrong," in terms of business practices, with a location owning its own cigar machine, jukebox or other coin-operated unit. Legally every business establishment has the right to own its own machine. The problem is normally that the location purchases its own machine under a series of economic misapprehensions and then, after acquiring the device, finds that he is not in a position to properly service the machine.

Specifically, then, here is what's wrong with location-owned machines:

1. The machines are often sold to locations by "sharpie" promoters who lead the location to believe that he can make incredible profits by owning and operating the machine himself. These promoters paint a rosy picture, with profit estimates, promises of machine manufacturer assist-

(Continued on page 60)

ANOTHER MOA MEETING IN WASHINGTON

WASHINGTON—The Music Operators of America legislative committee met here last Wednesday (22) for additional contact with congressmen regarding the industry proposal for a statutory royalty on recorded music for jukebox play. The House Judiciary Subcommittee is presently considering the MOA proposal—made late last year—which has been submitted in language for a section of the Copyright Revision Law now in committee. The subcommittee is expected to make recommendations to the full committee before the July 4 recess. MOA officials are hopeful that this recommendation will include a clear-cut statutory limitation on what operators should pay for the use of copyrighted music. "We talked to subcommittee members last week to see where we stand," said MOA executive vice-president Fred Granger.



ABOUT THE AUTHOR: S. John Insalata, a regular contributor to Billboard, is a former member of the staff of National Automatic Merchandising Association. A member of the Illinois, Federal and U. S. Supreme Court bars, he holds a master's degree in industrial relations from Loyola University, Chicago.



MR. AND MRS. BOB NIMS (right) hosted Mr. and Mrs. Lou Placek at A.M.A. Distributors in New Orleans during recent meeting of Rock-Ola distributors there. The Placeks are from Manhattan, Kan. Here Nims relates he caught this fish at Pinas Bay, Panama, while fishing just before Christmas last year.

Commuting Coinman Covers 270-Mile Route by Air

BRENTWOOD, Calif.—There is nothing unusual about Stan Borden, a coin machine operator in Southern California, unless you consider commuting 135 miles to your route as being out of the ordinary.

Borden, who lives in Brentwood, a suburb of Los Angeles, flies to San Diego, Calif., three times each week (round trip is 270 miles) to investigate his operation. It takes Borden 36 minutes and about \$13 air fare to reach his first location.

Because of business commitments in the Los Angeles area, and several "choice" coin machine locations in San Diego, Borden plans to continue to commute. He has exclusive coin machine locations in the Hotel Del Coronado and in Vacation Village, both convention and resort villas and both profitable during the summer.

Although business lags during the winter, Borden said, being in a resort community has its advantages. Being in San Diego is in itself an advantage, he said, because the city also happens to be dominated by the military.

"When the resort business falls off during the winter, the

financial slack is somewhat picked up by military personnel. Military spending, especially among nonmarried personnel, always manages to curb the financial dip during the long winter."

Conventions
Convention business also plays a major part in Borden's operation. San Diego having more than 200 convention-type meetings each year. More than one third of the convention trade is in Borden's locations. In both resort locations Borden has set up arcade-type operations consisting of phonographs, several shuffle-type games and gun pieces. "My biggest problem," Borden said, "is finding new equipment for my resort locations."

"Because of the adult image the locations have," he said, "my equipment must be sophisticated, be well serviced and constantly altered. Few teen-agers, unless they're hotel guests, play the location, which is the reason for the constant equipment change. Adults get tired of seeing the same machines."

Military
In an attempt to stimulate additional winter business, Borden is looking for new locations

Reports From Rock-Ola Showings Nationwide...

By PATRICIA HORNICK

CLEVELAND — "Response to the Rock-Ola G/P Imperial is just gorgeous," said Norm Goldstein, of Monroe Coin Machine Exchange. "We had a very large turnout at our two open house showings in Cleveland and the Dayton branch office, and almost had to hand out tickets."

Other Rock-Ola distributors elicited much the same response from operators at their open houses.

Morris Pihl, of Greater Southern in Atlanta, Ga., was surprised at the nice turnout for a showing of this kind and at this time of the year. Most Atlanta operators arrived at lunch time and Pihl reports Greater Southern did very well on orders for the new machine.

Bob Nims, of A.M.A. Dist. in New Orleans, said operator comments were largely on the sound, design and over-all attractiveness of the G/P Imperial.

His sample shipment of five machines barely made it in time and the initial order is already 50 per cent sold.

Bird Music, of Manhattan, Kan., held open house all week and Lu Placek said operator reaction was "just great." About 25 operators in all attended and anticipate quick delivery of the new jukebox.

Gorelick Joins L & R
ST. LOUIS — Lew Ruben, L & R Distributing, Inc., 1901 Delmar here, announced this week that Jack Gorelick has joined the sales force of the coin-machine business in St. Louis, is one of the best liked and best known of area coin people.

Say You Saw It in Billboard

Fischer's new, truly balanced, smaller, precision weight

2 1/2"

2 1/2"

CUE BALL
FISCHER'S
New Cue Ball
Strikes Object Ball 31/1000
Above Center for Much Better Play and Skill.

NEW MODERN Cue Ball.
Same Weight as Object Ball.
31/1000 Difference

When You Think Billiards... Think FISCHER—That's Quality!
FISCHER MFG. CO., INC., TIPTON, MO.

ELECTRIC SCOREBOARDS... 2 Models

OVERHEAD MODEL
(Natural finish hardwood cabinet)
• Two-faced, Scores 15-21 and/or 50 pts.
F.O.A. Chicago... \$169.50

NEW SIDE-MOUNT MODEL
(Walnut Formica finish—easy to clean)
• Scores 15-21 and/or 50 pts. Also 15-21 pts. only.
F.O.A. Chicago... \$249.50

BILLIARD SUPPLIES

5 oz. Belgian Bumper Pool Balls, set of 10, \$9.00. Others \$9 up
2 1/4" 15 Belgian numbered and 2 1/4" Cue Balls, Set, \$10.95
2 1/4" Balls, 1-15 w/Q Ball, \$10.00
2 1/4" Cue—str., \$2.95 ea., \$33.00
5 1/2" Jointed Cue... \$5.50 up
Heath and A.B.T. Coin Chutes.
Complete line. Write for new list.

EACH model also has these features:
• 150+ 1-player or 2-player by simple plug switchover. Also 2 for 15c play.
• "Came Over" light flashes on at end of game.
• Easily serviced.
• Large metal coin box—holds \$500 in dimes.

MARVEL Mfg. Company
2845 W. Fullerton, Chicago, Ill. 60647
Phone (312) 342-3424

Billboard apologizes for failing to set H. Z. Vending's name and address in last week's ad. To set the record straight, operators are requested to see the new Rock-Ola G/P Imperial Model 433 at the address shown below.

SPARKLING!

ROCK-OLA G/P IMPERIAL MODEL 433
MUSIC MAKER

HYMIE AND EDDIE ZORINSKY
H. Z. Vending & Sales, Co., Inc.
1205 Douglas St., Omaha, Nebraska
Phone: (402) 341-1121

United's

BIALER

SHUFFLE ALLEY

United's

AMAZON

BOWLING ALLEY

1966 Parts catalog now available

Williams ELECTRONIC MANUFACTURING CORP.
3401 NORTH CALIFORNIA AVE., CHICAGO, ILLINOIS 60618
Cable Address: WILCOIN, CHICAGO

AVAILABLE FOR IMMEDIATE DELIVERY THROUGH YOUR WILLIAMS DISTRIBUTOR

FILMO THEQUE DISCO THEQUE



- Minimum lease — 25 weeks
- Average cost — \$20 per week
- Films included in rental — over 750 film titles
- All monies can be applied to purchase
- Immediate delivery

THE ONLY 2-in-1 MACHINE COMBINING MOVIES & JUKE BOX IN A SINGLE UNIT

**TRY IT—
before you buy it!**

Exclusive Rowe AMI Distributor
Salem, New Jersey, Del., Md., D.C.

DAVID ROSEN inc

355 W. BRIDGEMAN ST., PHILA., PA. 19123
Salem, N.J. 08055, Calif. 92400

1966 AWARD WINNER AT THE
IAAP SHOW IN CHICAGO

GRAND PRIX ROAD RACER

No Film Breakage
No Getting in or out of Car



\$795.00

- Tests driver's skill
- Tests his reflexes
- Grades his performance
- Appeals to all
- Stimulates a desire to compete with others
- Simple mechanism
- Draws all other auto drive or test cars

ORDER NOW

MIKE MUNYER CORP.

577 Tenth Ave., New York 36, N.Y.
Phone: (212) 88 9-6477

Chi-Trade School

• Continued from page 60

Technical Institute and Midway Technical Institute. Bids were submitted to officials of the Illinois department of vocational training, which department will award a contract. Training programs, though funded federally, are administered at the State level.

The coin machine training program here will be a "coupled" program under which the student may receive tuition, tools, subsistence based on need and—hopefully—six months of on-the-job training. Approval of monies for on-the-job training is "up in the air" yet, according to MOA officials.

Progress in formation of the Chicago school is being watched by associations all around the country. The manpower shortage remains acute everywhere. The only existing specialized programs for coin machine servicemen are in Denver and New York City. Both schools are aided by federal funds.

VENDING NEWS DIGEST



SILVER ANVIL, highest award of the Public Relations Society of America, was recently presented to Automatic Retailers of America. Company was cited for its project for feeding undernourished children in South America. It was first such award ever won by a vending company. Shown admiring Silver Anvil are, from left, Bert Wilson, ARA director of public relations; William S. Fishman, president, and Harvey T. Stephens, executive vice-president of ARA.

NAMA Show Nearly Sold Out

CHICAGO—The 60,000 square feet of exhibit space available for the 1966 National Automatic Merchandising Association trade show is nearly sold out.

Show advisory committee chairman Robert Thomson announced last week that 134 companies have signed up for the Oct. 29-Nov. 1 event at McCormick Place here.

The largest previous NAMA trade exhibit was in 1964, filling 48,000 square feet.

Restraining Order in RAY Case

SAN DIEGO—Rowe Automatic Vendors, Inc., has been issued a restraining order pending the outcome of a July hearing involving claims against several former officials of the company amounting to \$1.85 million.

Superior Court Judge George Lazar issued the temporary restraining order against Rowe Automatic Vendors, Inc.; California Meter Service, KRC Service Corp., Mr. and Mrs. Paul Slaughter and Mr. and Mrs. Hamilton Moody.

The hearing will determine whether the former officials should be permanently prohibited from disposing of or transferring stock, as demanded by Tri-Financial Corp., a San Diego holding company.

The order is a result of a \$1.85 million suit filed against the defendants by the holding company and a subsidiary, T. F. Lonsa, Inc. The suit charges Slaughter and Moody with breach of fiduciary obligations when they were directors, officers and shareholders of the firms.

Louisiana Soda Tax Hike Fizzes

BATON ROUGE, La.—A proposal by New Orleans Mayor Victor H. Schiro and that city's council to raise the State's soft drink tax has died in the House Ways and Means Committee.

There was no objection to an unfavorable report on the measure that would have raised the tax from one-eighth of a cent to 1 cent per 5 cents wholesale selling price.

The revenue was sought to increase the pay of city employees.

IRS Eyes Location-Costs Write-Offs

CLEVELAND—"Location costs written off" during 1963-1965 by American Automatic Vending Corp. here are being scrutinized by the Internal Revenue Service.

Location costs written off in the last fiscal year ended Feb. 28, according to President Louis B. Golden, were \$305,300. He said the company deems this an allowable deduction for income tax purposes and the IRS findings will be contested.

Rock-Ola Names Two New Distributors

CHICAGO — Two new distributors will be handling the GP/Imperial phonograph for Rock-Ola Manufacturing Corp. in New England and Utah.

Named outlet for the company's phonograph and vending lines for Massachusetts, Rhode Island, Vermont, New Hampshire and Maine was Globe Automatic Vending Machine Co., Inc., 378 Granite Street, Quincy, Mass.

Top Globe executives are Anthony Grazio, president, and David Shuman, general manager.

Valley Distributing Co., 1798 South 9th East, Salt Lake City, will handle music and vending for Rock-Ola in the entire State of Utah plus a portion of Idaho bounded on the North by and including Adams, Valley, Lemhi, Clark and Fremont counties; the counties of Lincoln, Sublette, Uinta and Sweetwater in the State of Wyoming; and the counties of Elko, Eureka and White Pine in the State of Nevada.

Key executives with Valley Distributors are president Merlita B. Kingston and sales manager Elden Kingston.

JULY 2, 1966, BILLBOARD

CHICAGO COIN
creators of

Dependable Games

1, 2, and 4-PLAYER PIN GAMES
BOWLERS—BALL and PUCK
RIFLE GALLERIES
NOVELTY GAMES

CORVETTE
6-PLAYER AUTOMATIC
BOWLING LANE

Available in various lengths



MEDALIST
6-PLAYER
PUCK BOWLER



These and other Chicago Coin
Proven Profit Makers
Now at Your Distributor

CHICAGO COIN MACHINE DIV.

CHICAGO DYNAMIC INDUSTRIES, INC.

3725 W. DIVERSEY BLVD. CHICAGO, ILLINOIS 60644

SORRY --
but we underestimated the demand
for

**HULA-HULA—
WE'RE ALL SOLD OUT!**

However . . .
we suggest you wait for the
SENSATIONAL 1-PLAYER

**KICKER
COMING SOON!**

Mfrs. of
PROVEN
PROFIT MAKERS
Since 1931

Clint Pierce Is Re-Elected

Continued from page 59

Casola reported on the status of Congressional action on revision of the national copyright law, action which has tremendous bearing on the industry because the traditional jukebox exemption from performance royalties is threatened by the revision.

"We are meeting constantly to discuss this matter," Casola said. He announced that the MOA executive committee was to meet for talks in Washington last Wednesday (22). A report from the House Judiciary Subcommittee—currently considering a 2-cent-per-side royalty offer made by the MOA last year—is expected at any moment.

Casola also talked briefly about contracts and pricing. "If we were all working under contracts with our locations," he declared, "the value of our businesses would double. Routes that have all locations on contract are selling for 100 times the weekly take."

About pricing, Casola offered Wisconsin operators this suggestion: "You'll all remember that several years ago I talked to you about the need for dime play. This has since become a reality. Now I suggest, and I can only suggest this as a fellow businessman, that you as individual operators consider the advantages in two-for-a-quarter and five-for-a-half play. This may be the only way to overcome the additional expenses that are giving so many of us problems."

Granger explained that the MOA is assisting the Illinois Coin Machine Operators Association in the foundation of a trade school at Chicago and he pledged: "MOA will help any State get a school going."

He traced the organizational process in organizing the Chicago school—from the establishment of a school committee through many rounds of government red tapes—to its present point of progress: bids have been let to interested trade schools in the Chicago area and only two more approvals from the Department of Health, Education and Welfare are necessary before the school doors open.

"Funds should be forthcoming by the end of July," Granger said.

Designed for operation under terms of the Federal Manpower Development Training Act, the Chicago school will function under what terms of the Act describe as a "coupled program," Granger said. This means both institutional and on-the-job training, Granger explained. For institutional training, the government pays the student's tuition and subsistence. If details are worked out, Granger said, funds will also be available for some payment to the student while in six months of on-the-job training.

The on-the-job part of the funds is still up in the air," Granger said. He pointed out that the government training program permits businessmen to submit men of their own selection for training if that is desired.

The MOA official also reported that the association's nationwide membership drive that has been going on for several weeks has netted to date 135 new affiliates. He lauded Pierce and State membership co-chairman Lou Glass for their efforts recruiting new members in the Badger State.

Bob Rondeau, Empire Distributing manager from Menominee, Mich., followed Granger.

ger's talk with a brief report on his investigation of Jack Moran's Institute of Coin Machine Operations in Denver, the first coin machine school established under the Manpower Development Training Act.

Rondeau, who was selected by area coinmen to make the trip to Denver, said he was greatly impressed with the caliber of students, instructors, curriculum and results at the school.

Rondeau told of testing several students by "bugging" a shuffle alley.

"Those students, using their schematics, had all eight bugs out of that machine in about 15 minutes," Rondeau said.

"The school didn't know I was coming," he said.

Rondeau said he is making up a brochure showing what steps an operator must take to get government financing of the training of a coin mechanic at an industry trade school.

MOA vice-president Les Montooth, who is co-chairman of the association's national convention to be held in Chicago Oct. 28-30, said expectations are "this will be the best convention we've ever had." And he added, "I'd like to see you all there—wearing a badge indicating you're members of MOA."

Rosen Issues Video Catalog

PHILADELPHIA—The first published film catalog for the coin-operated audio-visual field was issued this week here by David Rosen, Inc. The catalog, with a two-color front cover, lists more than 750 film subjects suitable especially for every type of coin-operated movie-music machine on the market today.

The cover identifies the book as a "Filmothèque-Discotheque Film Catalog" to merely indicate the concept. David Rosen, who heads the distributing firm bearing his name, said the "Filmothèque-Discotheque" name is intended to identify the concept of audio-visual machines.

Rosen is the exclusive United States distributor for the new Cinejukebox—the "new look" created for the combination 2-in-1 movies and music machine he brought here from Milan, Italy.

In addition to the selection and the performing artist, along with the type of music on film, there is a detailed synopsis of each film subject.

The film subjects are available for sale or rental to all operators and distributors of movie-music machines and not only for the



JOE ROBBINS (left) and Gil Kitt (center) of Empire Distributing, Inc., greet Ray Jordan in Milwaukee during showing of the new Rock-Ola GP/Imperial at the Milwaukee Inn. The showing was typical of dozens of open-house affairs scheduled by Rock-Ola distributors during the week of June 13 to give operators their first glimpse of the GP/Imperial.

machines distributed or sold by his own company.

"I have no desire to keep this

vast film library merely for myself," said Rosen. The catalog is free.

GOTTLIEB'S 2-player MAYFAIR



ACTION! FUN! EXCITEMENT!

Swinging target "Double Bonus" scores up to 200 points.

9 rollovers advance red and yellow bonuses.

2 auto-shooters fire ball at swinging target.

4 rollovers turn "pop" bumpers on and off.

Brilliantly illuminated back glass.

Adjustable 3 or 5 ball play.



That Extra Touch of Quality and ORIGINALITY

D. Gottlieb & Co.

1340-50 N. Kenmore Avenue
Chicago, Ill. 60651

ALUMINUM DE-GRASED DISCS

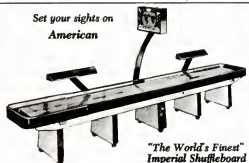
FOR STANDARD
AND
HARVARD
METAL TYPES

* Packed in rolls of 100
* Available with special impregnated
Call our PARTS & SERVICE Dept.
for all your type needs

STANDARD HARVARD
METAL TYPE INC.
1318 N. WESTERN AVE.
CHICAGO 22, ILL. • EV 4-3120

when answering ads . . .
Say You Saw It in
Billboard

Set your sights on
American



and you zero in on higher profits.

American's Imperial Shuffleboard has earned the reputation of being the "standard of the coin industry." Its appearance, construction and operation is years ahead of any other shuffleboard.

American Shuffleboard Co.

210 Peterson Plank Road, Union City, N.J. (201) UN 5-6633
(Los Angeles Office—1423 Southwest Avenue)

Billboard

Coin
Machine
Directory

Billboard's
Fourth
Annual
International
Coin Machine
Directory

COIN MACHINE DIRECTORY

A fact-packed 216" by 21" easy-to-use directory.
Must reading for operators wanting up-to-date marketing information.

Extra copies only \$1.00 ea.

Non-Subscribers

Use coupon below.

Receive Billboard weekly and get the 1966
Coin Directory at no extra charge.

Just mail request order today

BILLBOARD, 2160 Patterson Street, Cincinnati, Ohio 45214

Please enter my subscription to BILLBOARD for

☐ 1 YEAR \$20 ☐ 3 YEARS \$45 ☐ New ☐ Renew
☐ Payment enclosed ☐ 2 EXTRA issues for cash ☐ Bill me later

Above subscription rates for Continental U. S. & Canada.

Overseas rates on request.

Company

Name

Address

City

State & Zip

Title

Signature

COINMEN IN THE NEWS

PENNSYLVANIA

At Bedford, Pa., recently, Harry Rosen, Allegheny Cigarette Service Co., Pittsburgh, was elected president of the Pennsylvania Automatic Merchandising Council, and W. W. Weller, Vending Service Inc., Shamokin, and Richard A. Grady, Canteen Food and Vending Service, Philadelphia, were elected vice-presidents. Elected treasurer was Jack Cantrell, Superior Vending, Inc., McKees Rocks.

The 300 attending comprised a board of governors composed of Carl Berens, Automatic Coin Vending Corp., Chester; John J. O'Brien, Interstate Vending Co., Philadelphia; Paul J. Schalm Jr., Automatic Cigarette Service Co., Inc., Kingston; Frank E. Speer, ARA Service of Lehigh Valley, Allentown; and Lee Weiner, American Vending Co., Inc., Glenside.

What to Do About LCM's

• Continued from page 60

that "blue-sky" type salesmen are working the area, you can:

1. **Blaze the profits pipedream by informing the location of economic realities.** When the location realizes that you do not come to peddle junk on cigars, for example, he's already on the road to disillusionment. If you're dealing with a businessman who has been hypnotized, if the salesman has already made his approach. Only cold, hard, believable economic facts will dispel him.

One benefit of this approach, according to many operators, is that they realize what little data on their operation they have in "meaty," concrete, easy-to-get-at form. This fact helps them to explain their businesses to themselves in order to explain to locations why the claims of the fast-talking salesman couldn't be the truth. In short, ask yourself: **What information do you have?**

2. **Show the location what the experiences of others have been.**

There are published case histories of location owners who have been deluded into thinking that they could get rich quick and without work by owning their own machines. You can obtain copies of some of these to show the location by writing to Billboard magazine. Show these case histories to your location representatives.

And from time to time machine manufacturers have prepared information pieces which may prove helpful.

3. **Familiarize the location proprietor with the disadvantages of owning his own machine.**

Dispel the "rainbows without work." All the location has heard from the promoter has been about reaping. You are in a position to advise, from experience, of the required sowing. Much has been made of the investment a location saves by having an operator-owned-and-served machine. This is a strong point to make with industrial locations, or locations having multiple machines. But the typical tavern operator, say, is not discouraged by the prospect of capital outlay in this type of situation because he is usually pretty well convinced, by virtue of the song and dance he has been handed, that the capital investment is worth it and will soon be repaid from the fantastic profits.

The disadvantages that seem to impress location representatives more than capital outlay are those involved in servicing a machine, handling major repairs, obtaining cigars or records or any type of merchandise, catering to customer demands, programming music, etc. All this results in lost location operation time, detracts from the real business of running the establishment.

And there is a duo of important details always overlooked by the promoter. He may have discussed obtaining merchandise and servicing the machine, but he never mentioned these two details: slugs and taxes.

Most of the machines sold by these promoters lack suitable coin-accepting or, if you prefer, slug rejecting—components. They are normally cheaply made and poorly equipped machines, sold at inflated prices. The location owner is totally unaware of the troubles he would face with respect to slugs, bent coins, old coins, etc.

The location is also ignorant about the subject of license fees and taxes. Sales taxes are especially shocking to the location. Where such taxes are applicable, knowledge of location liability alone can often bring the proprietor back down to earth.

4. **Survey your locations.** In some instances, when a dangerous and successful group of "blue-sky" salesmen are working a given area, you are wise to tour your locations and warn them that they might be approached. In this way you may also learn if they have already been approached. (In one instance an operator took a newspaper ad to warn locations and he not only protected his own but picked up a couple of new ones.)

5. **Offer the location representative an alternative to buying his own machine.** Where the location has been approached and seems determined to purchase a machine from a promoter, one of the following three counterproposals may work:

a. **LET HIM OPERATE THE MACHINE ALREADY ON LOCATION.** Give him the keys to the machine you already have in his place of business. Let him experience some of the problems for awhile. In time he'll likely ask for a return to your original arrangement with him. You may even specify the time of the trial period.

b. **OFFER HIM THE LEND-LEASE PLAN.** Under this proposal, the operator offers to lease a machine to the location. Sometimes this includes supplying service, programming, merchandise, etc. The purpose here is the same as in turning over the machine to the location—that is, to keep in contact with the location so that when he is disillusioned he will ask to return to his original

status. This second method has the advantage that the operator is still making some money from the machine.

c. **PROPOSE A SALE AND SERVICE ARRANGEMENT:** Another type of counteroffer, this one is the suggestion that the location buy a machine from you instead of the "blue-sky" salesman. But even you discount the suggestion, remember this sort of a proposal has all the advantages of the first two counteroffers plus one other big advantage: It is an opportunity for you to regain service. But you should not suggest this unless assuming you sell the location used equipment. Often the operator will also offer to service the equipment in order to remain in contact and detect trouble even before the location is aware of it.

What YOU CAN DO after the location has purchased a machine.

1. **You can provide assistance in the location owner's extricating himself.** If the location realizes that an error was made, the operator may offer assistance. But you should not suggest to the proprietor any course of action without consulting your attorney and the location's attorney.

Some operators have offered to pay the freight costs in shipping a location-owned machine back to the headquarters of its seller. But even so, the location may appear to have valid legal grounds for voiding his contract to purchase a machine, and even though the persons who sold him the machine may not be under scrutiny or indictment by law enforcement agencies, do not advise the location to avoid the contract without first seeking legal counsel.

2. **Offer to replace the purchased machine.** In some cases, where the location has not yet become dissatisfied with being in the coin machine business, the operator has found it fruitful to offer to replace the location-owned machine on a trade-in basis (first showing the location the true market value of the machine he has acquired at several times the fair market price) or under lend-lease or the sale and service types of agreement previously discussed.

What about the operator's license?

One method of combating location-owned machines, a method very popular in years past and still mentioned from time to time, has been to "group" the operator's license as the operator's license. An operator's license usually involves payment of a rather high fee (often \$100 or more) for the first machine owned or operated, with a low fee (\$1 or so) for each additional machine. In the 1930's and 1940's various associations lobbied for such laws, partly in the belief that this would discourage location ownership. Today it is an uncommon occurrence—but it is a solution sometimes suggested.

Experience has shown that an operator's license can be a self-defeating tool. Although an operator's license on mass machines has been upheld in the courts as valid, despite the protests of some location-machine owners, the payment of at least in one instance—refused to apply the high operator's license fee against a location citizen machine owner.

But, basically, the problem is that the operator's license does not normally deter locations from buying "blue-sky" equipment. They buy because they're sold on the idea that vending cigars, dispensing a jukebox or game is fantastically profitable. In many instances the payment of a high license fee seems like a small hurdle.

On the other hand, the prospect of paying 3 or 4 percent of the gross receipts of a coin machine, as is the case in some sales tax jurisdictions, is often much more frightening. In general, therefore, providing locations with cold, hard facts about the economics of coin machine operation is more successful in deterring them than the use of a license—which can prove to be a two-edged sword.

Just a word about contacting authorities.

A step which could be taken at any stage in your location's encounter with the "own-your-own" promoter is to contact the public and private agencies which keep records on such salesmen and sales practices. This is practical if you have enough information on the identity of the salesman and company involved.

The leading private agency to contact for information is your nearest Better Business Bureau. The most helpful public agency at the State or local level is your State department of consumer protection. If one exists, contact your State attorney.

But if the promoters are new in the field, agencies may not have a great deal of information as yet. Therefore, location education and good location relations provide the soundest means of dealing with the location-owned machine threat.

Reprints of the above article are available at 15 cents per copy (Quantity over 50 copies, 10 cents each.) Write LOCATION-OWNED MACHINE REPRINT, BILLBOARD MAGAZINE, 188 WEST RANDOLPH STREET, CHICAGO, ILL., 60601.

NEW & USED COIN MACHINES

• Continued from page 65

POOL TABLES & SHUFFLEBOARDS

ALL-TECH INDUSTRIES

Model	Details	Remarks
Gold Crest (31 1/2" x 6", 6 pocket)		
Gold Crest (31 1/2" x 6", 6 pocket)		
Gold Crest (31 1/2" x 7", 6 pocket)		
Gold Crest (30" x 6", 6 pocket)		
Gold Crest (30" x 6", 6 pocket)		

AMERICAN SHUFFLEBOARD

Bank Shot	(9")	
Classic "m"	(6", 4 pocket)	
Classic "m"	(7", 4 pocket)	
Classic "m"	(8", 4 pocket)	
Classic "m"	(9", 4 pocket)	
Classic "m"	(10", 4 pocket)	
Classic "m"	(11", 4 pocket)	
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Classic "m"	(78", 4 pocket)	
Classic "m"	(79", 4 pocket)	
Classic "m"	(80", 4 pocket)	
Classic "m"	(81", 4 pocket)	
Classic "m"	(82", 4 pocket)	
Classic "m"	(83", 4 pocket)	
Classic "m"	(84", 4 pocket)	
Classic "m"	(85", 4 pocket)	
Classic "m"	(86", 4 pocket)	
Classic "m"	(87", 4 pocket)	
Classic "m"	(88", 4 pocket)	
Classic "m"	(89", 4 pocket)	
Classic "m"	(90", 4 pocket)	
Classic "m"	(91", 4 pocket)	
Classic "m"	(92", 4 pocket)	
Classic "m"	(93", 4 pocket)	
Classic "m"	(94", 4 pocket)	
Classic "m"	(95", 4 pocket)	
Classic "m"	(96", 4 pocket)	
Classic "m"	(97", 4 pocket)	
Classic "m"	(98", 4 pocket)	
Classic "m"	(99", 4 pocket)	
Classic "m"	(100", 4 pocket)	

BATES INDUSTRIES

Round Pool Tables	
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FISCHER MFG. CO.

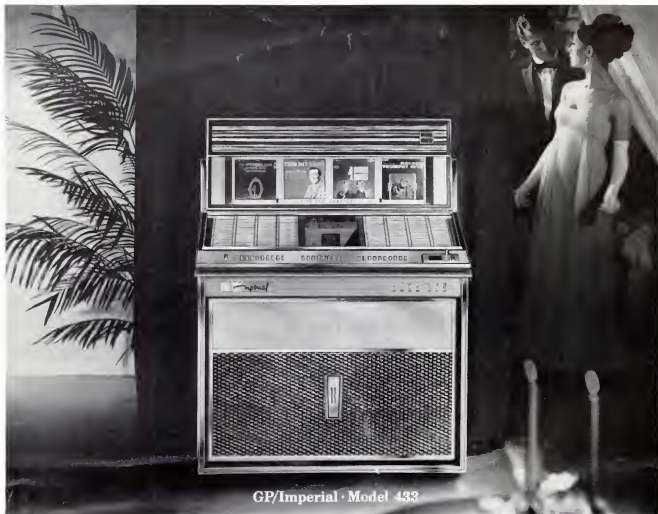
Imperial 101A	101"x32"
Imperial 92A	92"x32"
Imperial 91B	92"x32"
Imperial 77B	77"x43"
Imperial 84	84"x43"
Imperial 58 (rebound pool)	57"x61"

GOTHAM EDUCATIONAL EQUIP.

Shuffleboard (aluminum table)	
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IRVING KAYE CO., INC.

Cain-Op Models	
Deluxe Regular Kink Pool	54"x40"
Deluxe Junior Kink Pool	75"x43"
Deluxe Standard Mark I	77"x45"
Deluxe Standard Mark II	85"x47"
Deluxe Standard Mark III	92"x52"
Deluxe Standard Mark IV	100"x57"
Deluxe Standard Mark V	114"x64"
Deluxe Standard Mark VI	77"x45"
Deluxe Satellite	77"x65"
El Dorado Shuffle Board	—
Bing-Op Seated Pool Table 54" diameter	



GP/Imperial Model 433



ROCK-OLA

... the dependable line of money-makin' music makers

EXCLUSIVE ROCK-OLA REVOLVING RECORD MAGAZINE. Imitated, never equaled, the Rock-Ola Revolving Record Magazine and mechanical selector have established outstanding records of performance and dependability.

A beautiful introduction to plush surroundings . . .

Here is the answer to prestige locations. The exciting new GP/Imperial is a magnificent blend of fashionable styling and stereophonic high fidelity. 160 selections. Stereo-monoaural. Intermixes 33 $\frac{1}{3}$ and 45 RPM records. 7" LPs. Any sequence. Designed to capture the most elegant locations.

Traditional Rock-Ola flair for design reaches a brilliant new level of excellence in this year's Imperial. Proved Rock-Ola performance features combine with new styling to produce a photograph of unusual appeal. Handsome cabinet. Distinctive grill. Beautifully framed with long-lasting anodized aluminum trim. Rock-Ola Manufacturing Corporation, 800 North Kedzie Avenue, Chicago, Illinois 60651.

EASY-TO-READ SELECTOR AND FULL DIMENSIONAL SOUND PANELS. Beautiful profile enhances prestige styling. Stand-up viewing of 160 selections. Full dimensional sound panel gives sensational room-filling sound.

PHONETTE WALLBOX MODEL 500. Personal listening from 160 selections. Compact stereo speaker-selector unit. Simple selector panel and personal volume controls. 50¢ coin chute optional. Available as Model 501 for 100 selections.



ALBUM REVIEWS

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SPOTLIGHT PICK

Pop LP Spotlights are those albums with sufficient sales potential, in the opinion of Billboard's Review Panel, to achieve a listing on Billboard's Top LP's charts. Spotlight winners in "other categories" are selected on the basis of their potential to become top sellers in their respective areas.

YESTERDAY AND TODAY
The Beatles. Capitol T 2553 (M); ST 2553 (S)

Not album releases from the Beatles include their big singles hits, "Yesterday," "Nowhere Man," "Day Tripper," and "We Can Work It Out." Five new cuts all have singles potential with the strongest sounds coming from "Drive My Car" and "And Your Bird Can Sing."



POP SPOTLIGHT
LOUIS
Louis Armstrong. Mercury MG 21081 (M); SR 61081 (S)

Louis Armstrong is apparently indisputable. In "Mama," the featured song in this album, he has another hot show tune that will be longlasting. Other songs in the set are in varied modes but the Armstrong mark is on all of them.



POP SPOTLIGHT
DANCE THE COOL JERK WITH THE CAPTAINS
Also 33-190 (M); SD33-190 (S)

Featuring their Top Ten single, "Cool Jerk," as the title tune and basis for their debut album, the three boys from Detroit demonstrate their vocal and instrumental talents on a string of current hits and those of their own dance beat tunes. "Dog and Cat" or "The Kick," if released as singles, could replace the "Cool Jerk" on the Hot 100 Chart.



POP SPOTLIGHT
A GROOVY KIND OF LOVE
Mindbenders. Fantasy MGF 27554 (M); SRF 67554 (S)

"A Groovy Kind of Love," the group's hit single in the U.S. and England, serves as the title tune for their debut album. The disc includes exciting dance beat performances of "One Fine Day," "Seventh Son," and "Just a Little Bit." Not limited potential in the cuts "Tricksie Dickie" and "Little Nightmares."



POP SPOTLIGHT
THE VERY BEST OF ROY ORBISON
Monument MLP R045 (M); SLP R045 (S)

This package of Roy Orbison's great hits, all with genuine production and a strong dance beat, will be a big chart seller. Containing such hits as "Candy Man," "Crying," "Oh Pretty Woman," and "Only the Lonely," all from Orbison's biggest period. Beautiful songs, beautifully done.



POP SPOTLIGHT
IT'S OVER
Timmie Rodgers. Dot DLP 3717 (M); DLP 25717 (S)

Featuring his current hit single, "It's Over," the string-computer has assembled a group of his new compositions in this easy listening, and highly commercial package. "I Keep Thinking" and "Let's Go Away" have strong hit singles potential. His adaptation of "Sweet John B" is a standout.



POP SPOTLIGHT
DAY FOR DECISION
Johnny Seo. Warner Bros. W 1659 (M); WS 1659 (S)

Johnny Seo's "Day for Decision" is featured here, and this LP should follow the best-selling path of his hit single. Seo shows tremendous pop talent, too, on such songs as "I Believe" and "When Johnny Comes Marching Home." Every tune has emotional impact. Can't fail.



POP SPOTLIGHT
THE GENE PITNEY SHOW
Various Artists. Musicor MM 2101 (M); MS 2101 (S)

Cleverly packaged LP features the highlights of the Pitney show, in-person performances by top new talent groups. Pitney's hit single, "Backstage," is spotlighted, as is "I Love You 1,000 Times," chart-smashback cut for the Flatters. Other groups on the LP include Tedsy and The Pandas, the Critters and the Bitter End Singers.



POP SPOTLIGHT
THE TOUCH OF GOLD
Charlie Byrd. Columbia CL 2504 (M); CS 9304 (S)

Charlie Byrd adds to his credentials as a guitarist. Scanning amplification, Byrd gives crisp and sensitive performances of "Studies of Your Smile," "Michelle," and "Taste of Honey." Charlie Byrd's arrangements and the use of horns and strings add depth. The vocal background helps sometimes, but other times is a bit distracting.

POP SPOTLIGHT
THE BRAZILIAN SCENE
Luiz Bonfá. Philips PM 200-200 (M); PHS 600-200 (S)

Luiz Bonfá, a master of the guitar, demonstrates skill musicianship on a beautiful "Emblema" and a haunting "Zamba." But his range also includes sparkling versions of "Eye Bye Bye," "Yesterday," and "That Old Black Magic." The stereo version is excellent and should provide great programming for both good music and serious music.



COUNTRY SPOTLIGHT
MANY HAPPY HANCOVERS
Jean Shepard. Capitol T 2547 (M); ST 2547 (S)

Miss Shepard's singles chart smash, "Many Happy Hancovers to You," tops the list of excellent performances that include "Day to Day" and "Our Part in My Heart." Even the sad lyrics of a low-spirited ballad sound happy in her warm, jovial vocal style. Well produced package will quickly hit the country LP charts.



COUNTRY SPOTLIGHT
WEBB'S CHOICE
Webb Pierce. Decca DL 4782 (M); DL 74782 (S)

A winner every time this Webb Pierce. This time he comes up with beautiful versions of "Dearly Boy" and "Time Changes Everything," plus bright versions of "Cotton Field," "San Antonio Rose," and "You Ain't No Better than Me."



COUNTRY SPOTLIGHT
JIMMY NEWMAN SINGS COUNTRY SONGS
Decca DL 4781 (M); DL 74781 (S)

"Back Pocket Money" is Jimmy Newman's big hit that will create a definite sales drive for his album. Some of the other great tunes include "These Boots Are Made for Walkin'," "Make the World Go Away," and "Four Walls." A superb album by a superb singer and the country field.



COUNTRY SPOTLIGHT
MAN WITH A PLAN
Carl Smith. Columbia CL 2501 (M); CS 9201 (S)

Carl Smith's best effort in years. There are three really great performances here: The title song, "Man with a Plan," the old reworking "Mormon Please Stay Home with Me," and the beautiful "Beautiful Boys." Both "Plan" and "Wings" have hit single possibilities. Backed by other superb country tunes, this LP will shoot up the country chart.



COUNTRY SPOTLIGHT
THE HIGH, LONESOME SOUND OF BILL MONROE AND HIS BLUE GRASS BOYS
Decca DL 4780 (M); DL 74780 (S)

Bill Monroe, the father of bluegrass, was never in finer form than on this selection of tunes recorded over a period of 13 years. Tunes include 1923's "My Darling Be" and "Highway of Sorrow" recorded in 1944. His group includes such standards as Jimmy Martin and Jimmy Osborne.



CLASSICAL SPOTLIGHT
BRUCKER: SYMPHONY NO. 5 IN B FLAT; MOZART: SYMPHONY NO. 36 IN C, "LINZ" (2-12")
Concertgebouw Orch. of Amsterdam (Jacobus), Philips PM 2-501 (M); PMS 2-501 (S)

A choice coupling here brings together two separate works interpreted in like fashion by Jacobus. His enthusiasm and technique carry over to the Concertgebouw.



CLASSICAL SPOTLIGHT
MUSIC FROM MARLBORO BUSONI: FANTASIA CONTRAPPUNTISTICA. REGER: SONATA IN A MINOR
Peter Serkin, Richard Goode, Mischo Schneider, Columbia BS 4971 (M); MS 4991 (S)

The group continues to put out excellent performances. Featured are Peter Serkin, Richard Goode and Mischo Schneider. Both sides are excitingly performed.



CLASSICAL SPOTLIGHT
STRAVINSKY CONDUCTS PULCINELLA
Various Artists/Columbia Symphonies Artists/Columbia Symphonies Artists (Stevinsky), Columbia ML 6281 (M); MS 6801 (S)

This is a new recording, available for the first time. It shows Stravinsky's great treatment is elaborate and much more complex, and adds a new dimension to the work. Orchestra provides first-class support.



FOLK SPOTLIGHT
SINGING IN THE STORM
Shirley Verrett. RCA Victor LM 2892 (M); LSC 2892 (S)

What an album. No one has sung "Strange Fruit" like Miss Verrett, except perhaps Billie Holiday. The fare is mostly Negro folk songs like "The Swallow Chasing for Me" and "Oh Freedom." She also does Peter Seeger's "If I Had a Hammer" and "Where Have All the Flowers Gone." If she ever decides to quit opera, she has a new career.